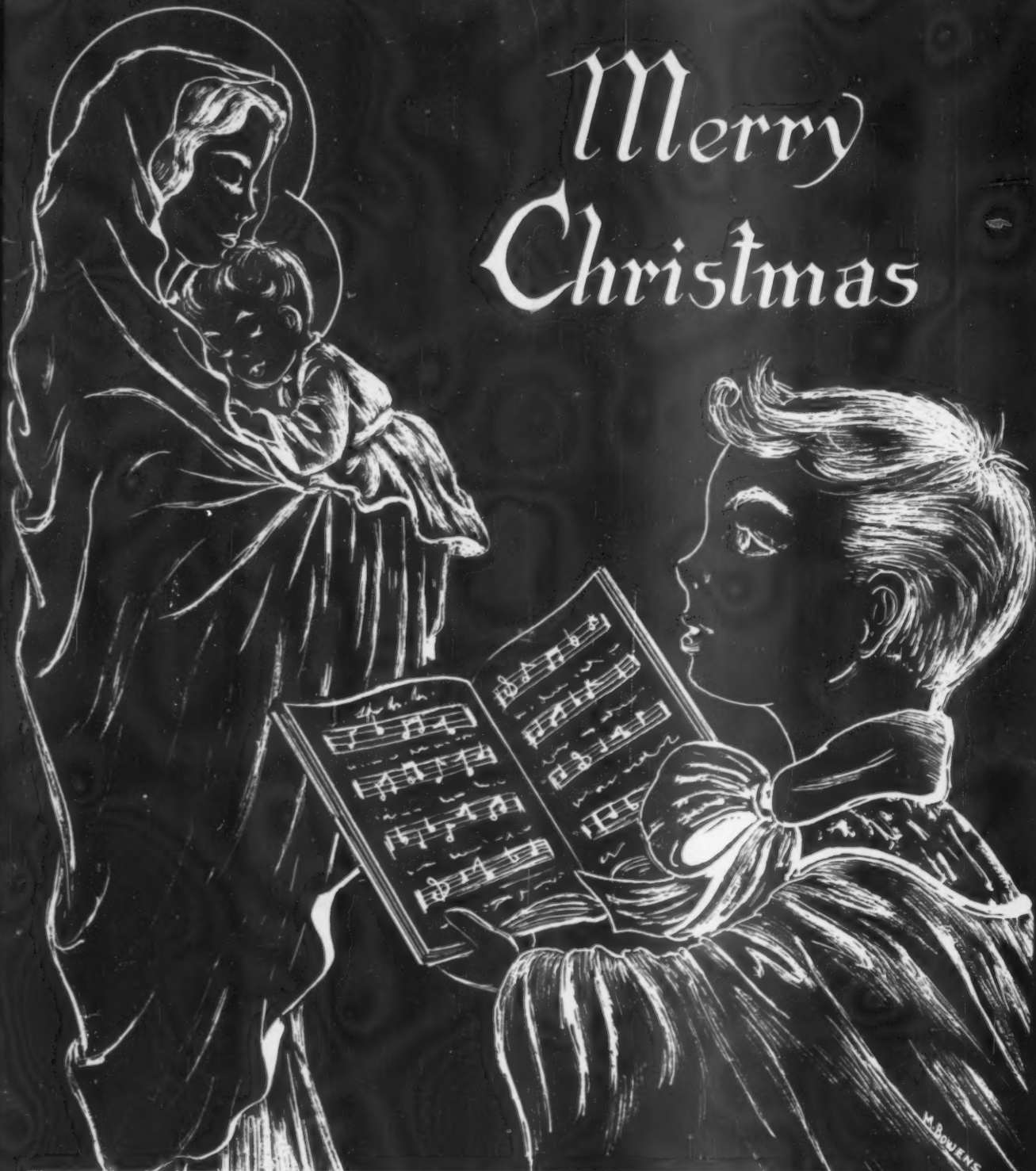


# Merry Christmas



DECEMBER 1958

## CONCRETE

For producers of concrete block, precast and prestressed concrete products and ready mixed concrete

Keep

# YEARS AHEAD TOMORROW

STOP AT BOOTH 120

NCMA ANNUAL MEETING  
AND CONCRETE INDUSTRIES  
EXPOSITION

CLEVELAND  
JAN. 12-15



**GOCORP "SUPER" TRUSTEE**

WITH  
ANY

## Hydraulic GOCORP "TRUSTEE"

NO DRAWING BOARD DREAM BUT THOROUGHLY FIELD TESTED—THE BIG, HEAVY DUTY, 3 at a time, PLAIN PALLET, "SUPER" TRUSTEE IS READY TO GO TO WORK FOR YOU NOW!

### CONSIDER THESE FACTS!!!

- **HIGHER PRODUCTION**—Up to 1100 good blocks per hour, with many aggregates, without abusing the machine.
- **TOP QUALITY BLOCKS**—Fewer culls in production • Fewer rejects on the job • Variable cycle—for complete flexibility and constant control of quality • Accurate height control.
- **LOWER MAINTENANCE**—Hydraulic operation means fewer wearing parts • Smoother operation • The elimination of cams, cam followers and gears means big maintenance savings for you.

- **QUICK MOLD CHANGE**—Change full height molds in about 20 minutes—to other heights in about 30.
- **RUGGED CONSTRUCTION**—Heavy duty frame with heavy plate cross bracing — Heavy duty bearings — 5" dia. cross shafts • The "Trustee" is built to last.
- **NO BRAKE FAILURE**—"Trustee" vibrator motors are 10 HP plug reversing type • Designed for frequent stops and starts • No brakes to cause trouble.

Both the "SUPER" TRUSTEE and the new economy model, TRUSTEE "SPECIAL" (also a 3 at a time), will accommodate, without alteration, molds of the majority of plain pallet machines now in use. You can have all the advantages of the modern hydraulic TRUSTEES and protect your mold investment too!

AND THAT'S NOT ALL - Ask about these other fast selling hydraulic TRUSTEE models:

TRUSTEE "SPECIAL" ..... 3 at a time economy model  
TRUSTEE 2½X ..... up to two 10 x 8 x 16" units per cycle and other combinations  
TRUSTEE 2X ..... up to two 8 x 8 x 16" units per cycle and other combinations

IT COSTS LESS TO OWN A GOCORP . . . .

. . . . BECAUSE VALUE IS A GOCORP PRODUCT

**GOCORP**  
**ADRIAN-MICH.**

405 Grace Street

Adrian, Michigan

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**SAFETY**—prime factor in the selection of Ring-Lok Doors by National Cement Products Co.

**Struthers  
Wells**

## RING-LOK DOORS for AUTOCLAVES

### SAFETY FEATURES

- Safety interlock prevents opening of door at any pressure.
- Visual and audible signals warn of pressure in autoclave.
- Key-Lok safety means supervisory control or one-man responsibility.
- Physical limitations of manual hydraulic system prevent accidental opening.
- Parts failure will not cause door to open.
- Pressure may not be built-up unless door is locked.
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- 15-second operation—either complete opening or closing.
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- Simple design with few replaceable parts cuts maintenance costs to a minimum.

STRUTHERS WELLS CORPORATION is the sole manufacturer of Ring-Lok Quick-Opening Doors—accept no substitute.

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sure Vessels . . . Hy-  
draulic Cylinders . . .  
Shafting . . . Straight-  
ening & Back-up Rolls

# 'Incor' Concrete Shield for Atomic Targets



**MASSIVE SHIELDING (left).** Dense concrete blocks, weighing as much as 34 tons, enclose experimental area in Target Building.

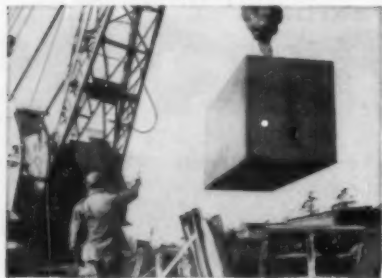
**(right)** Speeding protons are guided in tight beam around synchrotron ring by a series of magnets.



**ASSOCIATED UNIVERSITIES, INC.**  
**BROOKHAVEN NATIONAL LABORATORY**  
Target Building, Upton, New York

High Density Concrete Shielding Blocks  
**PRECAST BUILDING SECTIONS, INC.**  
New Hyde Park, Long Island, New York  
Main Office: New York City, N. Y.

'Incor' Concrete Supplied by  
**SUFFOLK SAND & STONE CORPORATION**  
Yaphank, Long Island, New York



**HIGH-DENSITY CONCRETE (above).** 'Incor' concrete, of over 246 pounds per cubic foot, was cast at contractor's batching plant in winter weather.

## High-Density 'INCOR' Concrete Encloses Target Area in Brookhaven's Half-Mile Synchrotron

● To minimize the possibility of radiation, massive shielding blocks of extremely dense concrete enclose the target area of the Alternating Gradient Synchrotron at Brookhaven National Laboratory, Upton, New York.

The synchrotron will be the world's mightiest atom smasher. Speeding protons will circle the half-mile underground track 300,000 times per second. Accelerating to a top energy of 25 to 30 billion electron volts, they will smash into stationary target atoms.

Enclosing this target area is a total of 1,446 high-density 'Incor' concrete shielding blocks. These range in size from 1' x 1' x 4' plug blocks to massive cover beams measuring 4' x 2' x 34' and weighing up to 34 tons. In the shielding blocks, iron ore aggregate was used to produce concrete weighing over 246 pounds per cubic foot.

Produced by conventional mass-production methods, strict laboratory standards were maintained. Each shielding block was cast to strictest dimensional tolerances, with the maximum allowable deviation of only 1/8-inch between parallel faces.

Modern concrete know-how made it possible to cast the blocks at an off-site plant during winter months at temperatures as low as 20 degrees F. —with night temperatures often at zero. 'Incor',\* America's FIRST high early strength portland cement, permitted forms to be stripped in 24 hours.

\*Reg. U. S. Pat. Off.



LONE STAR CEMENTS COVER  
THE ENTIRE CONSTRUCTION FIELD

## LONE STAR CEMENT CORPORATION

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Throughout the United States genuine Dur-O-wal Steel Reinforcing is being used in the mortar bed to provide lasting protection for the classic beauty of masonry construction



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tensile steel re-inforcing is trussed designed and custom fabricated to give masonry walls a backbone of steel.

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Rigid Backbone of Steel For Every Masonry Wall

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have Every requirement for high-volume, low-cost block production!

## HIGH PRODUCTION CAPACITY

Can exceed 6 cycles per minute, producing up to 1100 perfect 8" equivalents per hour—day after day, year after year.

## AUTOMATIC OPERATION

Push-button controls provide automatic Height & Density Control—Pallet Feeding—effortless Off-Bearing.

## LOW MAINTENANCE COST

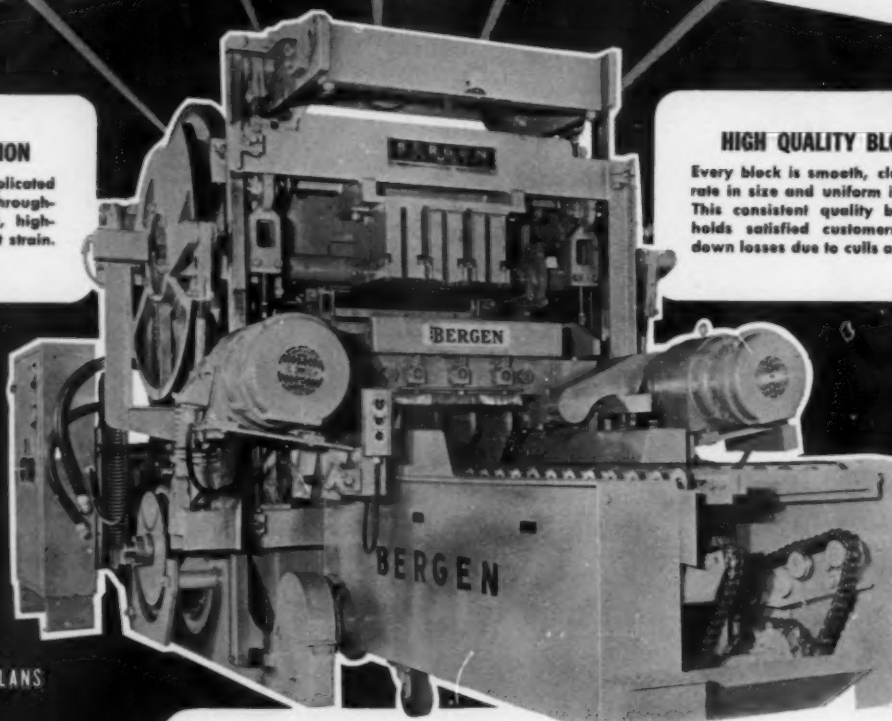
Every Bergen component is precision built to keep wear and repair costs at a minimum.

## RUGGED CONSTRUCTION

Engineered to eliminate complicated mechanisms; built sturdily throughout to maintain continuous, high-production operation without strain.

## HIGH QUALITY BLOCKS

Every block is smooth, clean, accurate in size and uniform in density. This consistent quality builds and holds satisfied customers—cuts down losses due to culls and rejects.



## CONVENIENT PURCHASE PLANS

1. Cash Payment
2. Time Payments
3. "Lease-with-option-to-buy" contract (Non-royalty, fixed monthly payment)

WRITE for detailed literature on Bergen Tri-Matics. Or, have a Bergen engineer discuss your needs.

Be sure to see our display at the MCMA Exposition in Cleveland, January 12 to 15, 1959.

## Get all these Advanced Engineering Features with BERGEN TRI-MATICS

**Automatic Front Pallet Feeder.** Uses exclusive Harmonic Drive to provide smooth, automatic block handling at high machine speed.

**Zeromatic Height and Density Control.** Automatically assures quality blocks of uniform texture, height, and density without loss of speed.

**High-speed Off-Bearing Hoist.** Provides easy, effortless block handling, at high speed. Minimizes operator fatigue.

**Torque Arm Reducer Drive.** Supplies smooth, strain-free power drive; reduces wear and maintenance; eliminates heavy bulky drive.

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**Positive-acting Cam and Roller Operation**

**Modern Power Control Panels**

**Magnetic Motor Brakes**

**—and many more**

Note: These improvements can also be applied to your present equipment. Get details.



# BERGEN

MACHINE and TOOL CO., Inc.  
NUTLEY, NEW JERSEY

Bergen manufactures a complete line of Block Plant Equipment—Batch Mixers, Skip Hoists, Off-bearing Hoists, Height and Density Control Panels, Mold Repair Tables, and a full line of mold attachments and replacement parts.

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"BERGENCO" (Nutley, N.J.)

DECEMBER 1958

# CONCRETE

The producers of concrete block, precast and prestressed concrete products and ready mixed concrete

VOL. 66, NO. 12 • EST. 1904 • PUBLISHED MONTHLY BY CONCRETE PUBLISHING CORP. • 400 W. MADISON ST., CHICAGO 6, ILL. • CENTRAL 6-8822

## FEATURES FOR THIS MONTH

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Production Manager

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Circulation Manager

## DEPARTMENTS

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### Big Show's Coming to Cleveland ..... 12

Here's a resume of the program being planned for NCMA's 29th annual convention, Jan. 12-15, in Cleveland. Included, also, is a list of the manufacturers and suppliers that have signed up for booth space at the 19th biennial Concrete Industries Exposition.

### National Cement Products Rebuilds with Automation ..... 22

Just last October, National Cement Products Co., Toledo, Ohio, opened the doors of its refurbished plant to local architects, engineers, contractors and mason contractors. What these visitors saw during the tour were some of the latest block-making equipment in use in the U. S., including automatic rock loading and unloading machinery and four long autoclaves.

### The Story of Integral Waterproofing ..... 26

This article, by Gordon Schmidt, discusses the ways of integral waterproofing, some simple tests to determine the effectiveness of various compounds, and the timing for loading compounds into the mixer.

### NCMA Holds First Regional Meeting, French Lick, Ind. .... 29

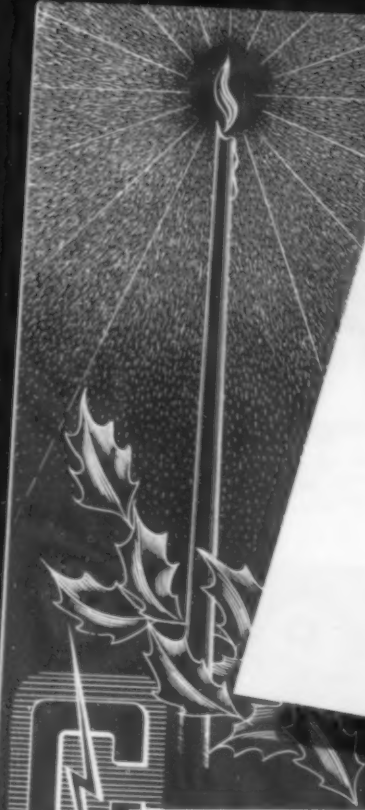
Selling, promotion, stock delivery — these were some of the subjects taken up at the recent Region VI meeting of the NCMA. An interesting highlight, and a part of the program to be used at the other regional meetings, was the workshop session, at which producers brainstormed problems of the industry.

### Chicago's Cold in Wintertime ..... 32

Five Chicago area ready mixed plants were visited to see what these companies used to heat water and produce steam for cold-weather operations. The article describes the equipment, gives an approximation of daily wintertime delivery for the plants, and lists some of the uses to which live steam is put at each plant.



Advertising Representatives: Porter Wylie & Co., 114 East 13th St., New York 3, N. Y., Phone: Gramercy 5-3581; Crawford L. Elder, 2500 El Venado Drive, La Puente, Calif., Phone: Oxford 4-4116; Clarence L. Morton, 294 Washington St., Boston 8, Mass., Phone: Liberty 2-8538. Subscription Price: \$6.00 for one year, \$11.00 for two years, postpaid. No subscriptions accepted for longer than two years. Single copies, 50 cents each. Copyright 1958 by Concrete Publishing Corp. Accepted as controlled circulation publication at Mendota, Ill.



## *A Wish...*

We sincerely wish that this holiday season will be the happiest one you, and those near to you, have ever experienced . . . that the coming year will be a happy and prosperous one.

We thank you for the confidence you have shown in us and promise that everyone here will do their best to deserve that confidence in the years ahead.

## *and an Invitation*

to one and all to make our suite in the Staller Hotel your headquarters while you are attending the NCMA Convention in Cleveland. There you'll find telephones at your disposal . . . a place to rest and relax . . . refreshments, too.

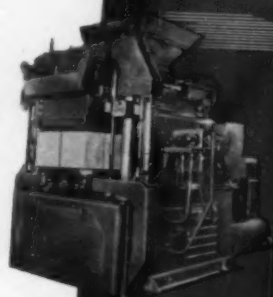
So, come up and see us. We'll enjoy having you.

And here's another invitation to visit us in Vancouver . . .

to go through our modern plant . . . to see for yourself why Columbia leads the field . . . and last but not least, to go fishing with us on the beautiful Columbia.

You'll like it . . . we know.

*Fred Roth*



# *Columbia* MACHINE

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OF PLANT EQUIPMENT FOR PRODUCTION OF CONCRETE PRODUCTS



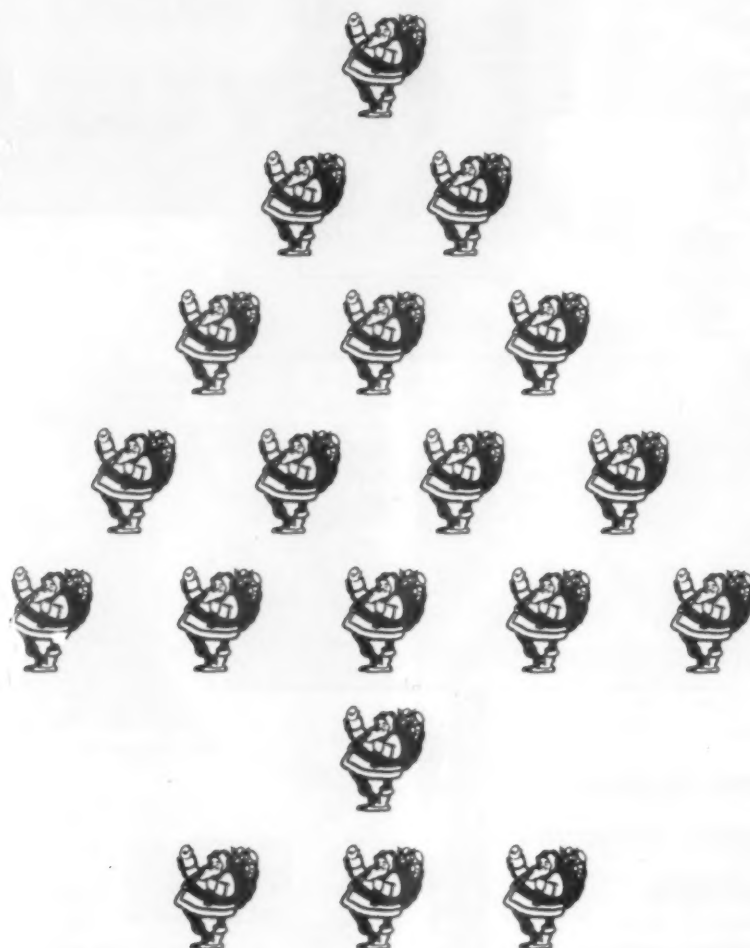


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## THE EDITOR'S PAGE

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DOUGLAS LEE



Merry Christmas  
and a  
Happy New Year



**Chips off the ol' Block  
are headed for  
CLEVELAND**

**39th Annual National  
Concrete Masonry Association  
Convention**

**11th Concrete Industries  
Exposition**

**Cleveland  
Public Auditorium  
January 12-15, 1959**

COME SEE PROGRESS, 1959 jam packed into four days of NCMA's exciting new Convention and Concrete Industries Exposition! See how up-to-the-minute research and promotion ideas are going to build bright new thresholds to profit for you in '59! Over 4000 of your concrete products associates will be on hand to discuss new markets, to share every advanced method of paring costs to a minimum, ways and means of coping with the new economic situations existing today. You can't afford to miss it! Add, too, the big plus of seeing Cleveland!

NATIONAL CONCRETE MASONRY ASSOCIATION  
38 SOUTH DEARBORN • CHICAGO

**ADDRESS HOTEL RESERVATIONS:**  
Louise D. Perkins, Director, Cleveland Housing Bureau  
511 Terminal Tower, Cleveland 13, Ohio

# FROM THE NEWS DESK

## Barnes To Supervise PCA Field Promotion

Hugh D. Barnes, manager of the Portland Cement Association's western regional office in Los Angeles since 1956, has been appointed to the new post of supervisor of field promotion for the Association. His headquarters will be in the PCA general office in Chicago. In his new position Mr. Barnes will direct and have complete authority and responsibility for all operations of the Association's 32 district and 6 regional offices.

John M. McNerney, district engineer for the Association's Los Angeles office, will succeed Barnes as western regional manager. He will hold both posts until a new district engineer is designated.



J. M. McNerney



H. D. Barnes

In announcing the appointments, G. Donald Kennedy, PCA president, stated that the new position was created as a result of the Association's increased field activities, and to provide more active personal supervision of regional and district office operations. Mr. Barnes will report direct to James D. Piper, the Association's vice-president for promotion. Mr. Barnes joined the Association in 1937 as a regional highway engineer for the Pacific Coast area. He was appointed acting district engineer of the Los Angeles office in 1941, district engineer in 1942 and western regional manager in 1956. Prior to joining PCA, he served with the Kansas Highway Commission for 15 years.

A registered professional engineer in California, Mr. Barnes holds both a bachelor's degree and a professional degree in Civil Engineering from Kansas State College. He is a mem-

ber of the American Society of Civil Engineers and the Society of American Military Engineers, an associate member of the Highway Research Board and the Structural Engineers' Society of Southern California, and a member of the Board of Directors of the Los Angeles Traffic Association.

Mr. McNerney joined the Portland Cement Association in 1941 as a soil-cement field engineer. He served as statewide paving engineer and as field engineer supervisor for the Los Angeles district office prior to his appointment as district engineer in August, 1956. Before joining PCA, he served for 11 years with the Missouri State Highway Department. A graduate in Geology from the University of Missouri, Mr. McNerney is a registered professional engineer in that state. He is an associate member of the American Society of Civil Engineers and the Highway Research Board, and a member of the American Concrete Institute, the American Society for Testing Materials, the American Public Works Association, and the National Reclamation Association.

## Construction Costs Lower in November

Construction and building costs were a shade lower in November, Engineering News-Record and Construction Daily reports say. The ENR-CD 20-Cities Construction Cost Index of 774.12 is down 2 per cent from October's record high. But it's 5 per cent above a year ago. The Building Cost Index value of 534.96 is 0.3 per cent below October, but is 3.5 per cent above last year. Both indexes are based on 1913 = 100.

Falling lumber prices reversed the rising cost trend despite slight wage increases. Douglas fir leads the decline, with the U. S. average for 2x4s down 3.1 per cent from October to \$115.99 per Mbf. However, there

are indications the downtrend may level off. Southern pine prices are more stable, only 0.8 per cent below October. Prices of other materials may remain stable for the next few months, though some materials are lower now than a month ago. Concrete sewer pipe, structural clay tile, brick and mineral wool insulation prices are off 0.2 per cent to 2.1 per cent. By contrast, clay sewer pipe is up 1.3 per cent.

Scattered increases push the 20-cities wage averages up slightly this month. New Orleans construction trades received a 5 cent hourly boost November 1. Structural ironworkers in Baltimore are getting 15 cents more an hour. The ENR-CD average for common labor now is up 6.2 per cent over last year. The average wage of bricklayers, carpenters and ironworkers is up 4.2 per cent.

## C. W. Ireland New Head Of Slag Association

The election of Charles W. Ireland as president of the National Slag Association at its 41st annual meeting has been announced by the Washington, D. C. headquarters of the association. Mr. Ireland is president of Vulcan Materials Co., Birmingham, producer and marketers of aggregates and other building products. Mr. Ireland brings to his new post many years of experience in slag processing and marketing. Two of the twelve Vulcan Materials divisions and subsidiaries, Birmingham Slag Division and Lambert Bros. Division, are active in the slag field.

Mr. Ireland succeeds A. W. Wood, president of Lorraine Slag Co., who remains as a member-at-large and member of the association's executive committee. Other members of this committee are Edward C. Levy, president of E. C. Levy Co., Detroit; W. R. Dorman, manager, Slag Products Section, U. S. Steel Corp; and C. A. Barinowski, vice president-sales, Vul-

can Materials Co.

Other officers elected were H. N. Snyder, president of Buffalo Slag Co., to the post of vice president; E. W. Bowman of Washington, D. C., as managing director and W. S. Shaw as treasurer. The National Slag Association is composed of slag manufacturers and processors. Slag is a by-product of blast furnace operations. It is processed to produce expanded, granulated or air-cooled slag used as concrete or asphalt aggregate.

### Canadian Products Men Mark Tenth Anniversary

A reorganization plan is to be presented to members of the National Concrete Products Association at its tenth anniversary convention in Toronto, Ontario, January 26 to 28. Membership is principally among Canadian producers. The three-day program will include tours to a precast, prestressed concrete plant, an autoclave installation, concrete brick and concrete specialties plants, panel discussions and an imposing line-up of speakers. J. L. Ryan, Windsor, Ont., is convention chairman. Robert Eakins of Toronto is president. Members of the convention committee are: Lou Scholes, Toronto, R. H. Grimm, of Cooksville, Ont. and Brant Coleman, Aldershot, Ont. The reorganization plans to be presented to the membership by George Scott of Welland, Ont., are intended to increase the value and efficiency of the Association in serving its members.

Frederick Gardiner, Chairman of Metropolitan Toronto Council, will be a luncheon speaker. Other prominent speakers will include "Mr. Canada"—John Fisher, internationally known story teller and commentator on Canadian affairs; Stewart Armour, economic adviser, Steel Company of Canada; E. C. Shelley, Thamesford, Ont., who will speak on space travelers; and Prof. Eric Arthur, dean of the School of Architecture, University of Toronto. A full day has been set aside for panel discussion groups, when members will discuss latest developments and specific problems relating to concrete brick, block, pipe, precast-prestressed and specialties. Chairmen of the five groups will report to the full convention the following day.

R. E. Johnson of Halifax, who earlier this year visited several

European countries to check on the latest developments in the concrete products field, will give an expert opinion on his findings. He is director of technical services for L. E. Shaw Limited, a company which operates in two provinces with seven plants in Nova Scotia and New Brunswick.

Another panel group will discuss high pressure steam curing. A few Canadian companies are already autoclaving their products, and others are interested. This will be an international panel, with R. Frazier of Anchor Concrete Products, Inc., Buffalo, as chairman, and W. Brull of Zenith Concrete Products, Duluth, and Walter Horn, Horn Fuel & Supply Co., Detroit, joining Canadian panel members.

The convention is open to all interested in the industry. Details as to registration may be obtained from Alex Wylie, Suite 1604, 55 York St., Toronto, Ontario.

### Besser to Have Block Plant Photo Contest

In an effort to encourage block makers to dress up their places of business and demonstrate to the public the advantages and attractiveness of concrete block construction, Besser Company of Alpena is staging a Block Plant Office Photo Contest. All block makers are invited to enter. Entries will be displayed in the Besser Booth at the NCMA Convention in Cleveland, Jan. 12-15 and will be judged by a competent committee consisting of an architect, masonry contractor, mason and editor. First, second and third place winners will be awarded suitable plaques in ceremonies at the convention.

Rules governing the contest are as follows:

1. Submit one 8 x 10 in. glossy black and white print of your office exterior and one of the interior.
2. Photos will be enlarged and judged by a committee consisting of an architect, masonry contractor, mason and editor.
3. All photos submitted will be on display at the Besser Booth during the NCMA Convention at Cleveland, Ohio, Jan. 12, 13, 14, 15, 1959.
4. Award Plaques will be presented at the convention to 1st, 2nd and 3rd place winners.

5. Plant offices shown must be constructed of concrete block.
6. All photos to be mailed to Advertising Dept., Besser Co., Alpena, Mich., postmarked not later than Dec. 31, 1958.

Besser Company is convinced that concrete block office-salesrooms, using the varied concrete building units to best advantage, can attract potential block users and have a favorable effect on block sales throughout the country.

### Cement Shipments and Production Show Gains

Shipments of finished portland cement showed an increase of 14 per cent in September, as compared with the shipments in September 1957, according to U. S. Bureau of Mines reports. The same source reported a two per cent increase in cement production in September as compared with the same month in 1957. The Bureau reports the September shipments were 34,767,000 barrels and September production was 31,597,000 barrels.

The Bureau reported that the September, 1958 mill shipments were higher in 19 districts and lower in four districts than in September, 1957. The largest increases were in Oregon-Washington, Georgia-Florida and Tennessee districts. The greatest decreases were in the Puerto Rico and Illinois districts. Apparent consumption as indicated by shipments into the various states, was lower in 8 states and higher in 40 states and the District of Columbia.

Clinker production during the month of September, 1958 totaled 28,124,000 barrels which was 12,000 barrels more than the September, 1957 clinker production.

### Link-Belt to Build Shale Aggregate Plant

Link-Belt Company has been awarded a contract by Clinchfield Coal Co., a division of The Pittston Co., to design and build a plant to produce lightweight aggregate. The new plant is under construction at Clinchfield, Virginia.



**From EDICK LABORATORIES . . .**

**NEW!**

***Here's the way to keep your new racks NEW . . .  
and your old racks good as NEW!***

## **RRP! RACK RUST PREVENTIVE**

### **Nothing Like It On The Market!**

Here's the all new Rack Rust Preventive that actually immunizes your racks against costly rust and corrosion. Guaranteed to triple the life of your racks! Not just a paint or dressing that can chip off or flake . . . Edick's RRP seals every inch of rack surface in a single application. Result? — Air and moisture cannot penetrate this protective seal and your racks are immune to rust and corrosion indefinitely.

RRP brushes or sprays on easily. Apply one day and your racks are ready for use the next. And — more AMAZING, RRP goes on right over rust! No need to scrape, sandblast or wirebrush your old racks before applying RRP. Just smack the racks with a hammer and sweep off loose scale with a fibre brush. With entrenched rust sealed in by RRP, corrosion stops instantly and protection begins.

Your NEW racks, as well as old racks, need the protection they get only from RRP. And you get the *efficiency* of new racks continually. Here's why:

1. Your racks represent a big cash investment. Field tests have proven that RRP correctly used will save you more than **TEN DOLLARS PER RACK PER YEAR** in replacement costs.
2. And that's not all. Racks sealed in RRP stay clean, keep your blocks free from unsightly rust streaks and brown stains.
3. Your racks will remain strong and free from distortion, because RRP eliminates corrosion which weakens racks and causes binding pallets.
4. Once applied, RRP gives care-free protection because it never becomes brittle, therefore can't crack or chip off.
5. Use RRP right now, in any climate or weather condition. Packaged in 5-gallon pails, one pail of RRP will immunize one dozen racks. Guaranteed to protect for a minimum of 1 year or your money back! Order to suit your rust preventive needs now! \$3.50 per gallon, F.O.B. Milwaukee.

**- - - EDICK LABORATORIES, INC.**



**2358 S. Burrell St., Milwaukee 7, Wis.**

**EDICK LABORATORIES, INC.**  
2358 S. Burrell Street  
Milwaukee 7, Wisconsin

Please ship rush . . . . . 5-gallon cans RRP @ \$3.50/gal.

Company Name . . . . .

Address . . . . .

City . . . . . State . . . . .

Signature . . . . .

# BIG Show's Coming to Cleveland

**A** trend away from drabness and toward the possibilities for beauty in construction with block will be emphasized at the coming Cleveland NCMA convention and biennial show, Jan. 12-15.

Greeting visitors and personnel from NCMA member companies and suppliers as they walk around the lower level of the convention floor, in Cleveland's huge public auditorium, will be a striking pavilion of block walls, laid out, according to present thinking, in the form of a walk-through maze. Some 12 leading architects throughout the country already have been contacted and asked to spend a little time thinking about and sketching decorative and interesting panels utilizing various types, shapes, sizes and colors of block.



Drew Pearson

Surrounding this display of architectural ingenuity with block will be exhibits of the very latest in equipment and materials available to the block and other concrete industries. Already 96 suppliers to these industries have signed up for booth space at this, the 11th biennial Concrete Industries Exposition. (The names of manufacturers and distributors that have signed for space at the show are listed separately, along with the products they plan to show and their booth nos.)

All in all, in the neighborhood of 5,000 people are expected to attend the four-day affair in Cleveland.

Drew Pearson, controversial Washington news columnist, has accepted

## Concrete Industries Exhibitors

COMPANY	PRODUCT	BOOTH NO.
AA Wire Products Company Chicago 37, Illinois	Masonry wall reinforcement	1421
Adrian Peerless, Inc. Adrian, Michigan	Horizontal joint reinforcing	129
Almar Specialty Machines Ltd. Maple, Ontario, Canada	Mixer	1423
Berg Vault System St. Louis 20, Missouri	Berg vault	1509
Bergen Machine & Tool Co., Inc. Nutley 10, New Jersey	Block machinery & accessory equipment	100
Besser Company Alpena, Michigan	Block machinery	401
Blaw-Knox Company Construction Equipment Div. Pittsburgh, Pennsylvania	Mixer equipment	410
Builders Equipment Company Phoenix, Arizona	Superlite Unloader	1513
Burkhart Engineering Assoc., Inc. Boston 15, Mass.	Boiler	306
The Burns & Russell Company Baltimore 30, Maryland	Spectra-glaze block	1401
Butler Bin Company Waukesha, Wisconsin	Batching equipment	501
Calcium Chloride Institute Washington 6, D.C.	Calcium Chloride	214
The Carter-Waters Corp. Kansas City 8, Missouri	Control joints; wall reinforcing paints	291
Chain Belt Company Milwaukee 14, Wisconsin	Conveying equipment	149
Champ Sales Corp. El Monte, California	Fork lift trucks	136
Chicago Fly Ash Company Chicago 1, Illinois	Uses of fly ash in concrete products	713
Clayton Manufacturing Company El Monte, California	Steam generators; portable space heaters	326
Cleaver-Brooks Company Milwaukee 12, Wisconsin	Boiler	402
The Cleveland Vibrator Company Cleveland 13, Ohio	Electric and pneumatic vibrators	607
Columbia Machine, Inc. Vancouver, Washington	Block plant equipment	1402
Columbian Carbon Co. New York 17, New York	Pure iron oxide for coloring concrete products	143
Concrete Equipment Co., Inc. Florence, Alabama	Precast concrete molds	127
Concrete Machinery Co., Inc. Hickory, North Carolina	Drain tile machine; ornamental concrete products	426



# YOU'VE GOT A DATE IN NEW ORLEANS

**TIME:** February 16-19\*  
**PLACE:** The Roosevelt Hotel



43rd ANNUAL  
CONVENTION



29th ANNUAL  
CONVENTION

You owe yourself and wife this trip to famous old New Orleans.

You owe your business this all-important meeting with your associates to discuss the vital problems and important opportunities that face your industry.

What's ahead in building materials markets, in our industry's management-labor relations . . . engineering and research, our laboratory operation

. . . progress in the fast developing public relations programs . . . progress in safety and adaptation to new zoning requirements . . . up-to-date information on taxation, freight rates, cost analysis, mobile radio, merchandising . . . these are some of the subjects scheduled for round table and panel discussions.

Make your plans—make your hotel reservations and . . . *be sure to be there!*

\*Convention registrations will begin at The Roosevelt Friday morning, February 13.

\*Committee meetings start February 13. General sessions open Tuesday, February 17 and continue twice daily through Thursday afternoon.

an invitation to speak at a special luncheon meeting the second day of the convention, Jan. 13. Author of the nationally syndicated column, "Washington Merry-Go-Round," Mr. Pearson will be one of a number of interesting and stimulating guest speakers who will be giving talks on subjects ranging all the way from the most recent developments in the technical end of concrete block production through to merchandising, construction outlook, and management in manufacturing concerns.

Some of the other program speakers who have been lined up are: Joseph C. Hazen, executive editor of *Architectural Forum* magazine; L. T. White, vice president of Cities Service Petroleum, Inc.; and George R. McCormack of the U. S. Department of Labor, Bureau of Labor Statistics.

Mr. Hazen will discuss "Construction During the Next Decade and the Role of the Block Industry." Mr. White's chosen topic will be "More Profits Through Better Management." Mr. McCormack will "Survey Results of Work Injuries in the Concrete Masonry Industry."

As in past years, awards will be handed out to the winners of the annual NCMA safety contest. A new feature of the safety contest and award ceremony this year will be the announcement of the plant with the best overall safety record during the five past years the contest has been running. Advance information has it that this plant will receive a large handsome trophy, as well as a prize honoring its safety record.

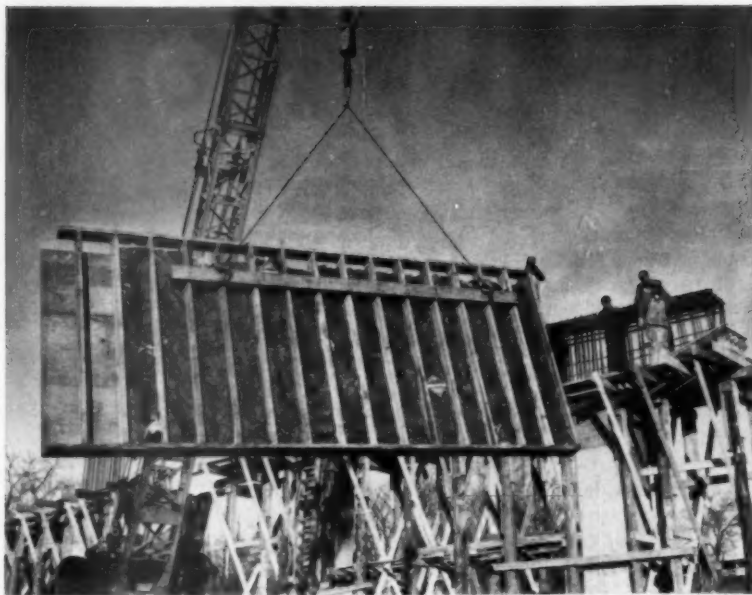
The women visitors, not to be left out, will have their own special program to liven up their four-day stay. This program is in the planning stages now.

For plant owners and personnel, convention sessions will be held in the mornings, so as not to conflict with the hours of the Exposition. General convention sessions will be conducted both Monday and Tuesday mornings, Jan. 12-13. Concurrent promotional and technical meetings are slated for Wednesday. The final morning, Thursday, will be devoted entirely to management information. Subjects to be reviewed by this newly-organized branch of NCMA activity will include panel discussions on marketing, production, and cost accounting finance.

The Exposition will be open from 1 pm to 6 pm on Monday and Wednesday; 1 pm to 9 pm on Tuesday; and 1 pm to 3 pm on Thursday, the final day of the convention and show.

COMPANY	PRODUCT	BOOTH NO.
Concrete Products Chicago 3, Illinois	Publication	1523
Concrete Publishing Corp. Chicago 6, Illinois	Publication	159
Concrete Transport Mixer Co. St. Louis 9, Missouri	Mixers	157
Continental Motors Corp. Muskegon, Michigan	Engines and parts	1005
Cook Brothers Equipment Co. Los Angeles 65, California	Truck mixers and concrete finishers	139
Frank D. Davis Company Los Angeles 23, California	Cement colors	304
Detroit Edison Company Detroit 26, Michigan	Uses of fly ash in concrete products	713
W. E. Dunn Manufacturing Co. Holland, Michigan	Block machinery	135
Dur-O-wal Associates Cedar Rapids, Iowa	Masonry wall reinforcement	134
Edick Laboratories, Inc. Milwaukee 4, Wisconsin	Chemicals	707
Elberfeld Manufacturing Co., Inc. Elberfeld, Indiana	Block unloader	1106
Engineered Equipment, Inc. Waterloo, Iowa	Automatic trolley batcher	422
Erickson Power Lift Trucks, Inc. Minneapolis 18, Minnesota	Power lift trucks	513
Robert G. Evans Company Kansas City 10, Missouri	Masonry & concrete saws; abrasive; blades	301
Eveready BrikSaw Co. Kansas City 1, Missouri	Masonry saws and blades	1412
Fabricators Steel & Mfg. Corp. Bronx 54, New York	Concrete block racks; steel pallets; reinforcing bars	141
Felker Manufacturing Company Torrance, California	Diamond blades and machines	404
Fleming Manufacturing Co. Cuba, Missouri	Block machinery	251
Food Machinery & Chemical Corp. Lakeland, Florida	Concrete casting forms	305
Forrers (Division of Spray-O-Bond) Milwaukee 12, Wisconsin	Admixtures	103
Fruehauf Trailer Company Detroit 32, Michigan	Hauling equipment	147
Gary Slag Corporation Chicago 5, Illinois	Expanded slag aggregates	1525
Walter N. Handy Co., Inc. Evanston, Illinois	Uses of fly ash in concrete products	713
Hartley Controls Corporation Neenah, Wisconsin	Moisture controllers	1016
Haverstick Brothers Lancaster, Penna.	Unloader	624
Heltzel Steel Form & Iron Co. Warren, Ohio	Concrete batching equipment	1008
Hercules Gallion Products, Inc. Gallion, Ohio	Truck mixer	505
Hydrotile Machinery Company Nashua, Iowa	Vibrators	111
The Jaeger Machine Company Columbus 16, Ohio	Truck mixer components	1001
The Kent Machine Co. Cuyahoga Falls, Ohio	Block machinery; intel machines	144





CRANE swings insulated form section in place on Lee Interchange Bridge, part of the Massachusetts Turnpike. Forms were used 3 to 5 times. B. Perini & Sons, Inc., Framingham, Mass., was the contractor.



**BIG REACH:** Crane swings heated concrete to hopper for buggy delivery to remote sections of Western Avenue Reservoir roof. Remainder of pour, direct from bucket, went quickly. Reservoir was designed under supervision of George S. Salter, chief filtration engineer, City of Chicago. Contractor, M. J. Boyle & Co., Chicago.

HEATED TO 75°, concrete steams during hand pour of Chicago reservoir roof. At times, surface temperature of concrete dropped to low 40's, but climbed again when tarpaulins were replaced.



## Two ways to put the heat on winter work

There's interesting contrast in the methods used to keep concrete warm on these two winter jobs. One contractor used a heated enclosure, the other insulated his forms. Both kept the concreting on schedule in sub-freezing weather.

On the Lee Interchange Bridge, the forms were insulated with wood fiber cellulose blankets. Thus insulated, the heat from 170° mix water and 60° aggregates, plus the heat of hydration in the setting concrete, kept internal temperatures sufficiently high for the entire curing time.

Roof pours for the Chicago reservoir were made with mix heated to 75°F. Forms were covered by 55,000 sq. ft. of canvas and heated with 8,000,000 BTU per hour from 44 heaters. This maintained the high curing temperatures needed. Tarps were removed only in the roof section being poured (4 one-day pours handled the job), then replaced.

Efficient winter pours are made possible by using ready-mixed concrete properly processed and delivered at specified temperatures by truck mixers of certified design, capacity, mixing speed and water control accuracy.



You have a right to insist on this Rating Plate. It certifies compliance with the high industry standards maintained for your protection by the Truck Mixer Manufacturers Bureau.

**BLAW-KNOX CONSTRUCTION EQUIPMENT DIV.**  
Mattoon, Ill.

**CHAIN BELT COMPANY**  
Milwaukee, Wis.

**CHALLENGE MANUFACTURING CO.**  
Los Angeles, Calif.

**CONCRETE TRANSPORT MIXER CO.**  
St. Louis, Mo.

**CONSTRUCTION MACHINERY CO.**  
Waterloo, Iowa

**THE JAEGER MACHINE COMPANY**  
Columbus, Ohio

**THE T. L. SMITH COMPANY**  
Milwaukee, Wis.

**WESTINGHOUSE TRANSIT MIXER DIV.**  
Indianapolis, Ind.

**WHITEMAN MANUFACTURING CO.**  
Pacoima, Calif.

**WILLARD CONCRETE MACHINERY CO., LTD.**  
Lynwood, Calif.

**WORTHINGTON CORPORATION**  
Plainfield, N. J.

## Here's Besser School Schedule For 1959

The 1959 schedule of technical courses at the Besser Company's school for block makers and block users has been announced by Karl Nensewitz, the company's school director. The first session will run from January 19 to 30. The remainder of 1959 the schedule is as follows: February 9 to 20; March 9 to 20; June 8 to 19; July 20 to 31; November 2 to 13; December 7 to 18. All sessions are held at Alpena at the Besser plant. The courses consist of conference lectures, practical demonstrations, "Do it Yourself" sessions and final examinations on the following subjects: Electrical and mechanical preventive maintenance of block machinery and allied equipment; materials and methods, covering proper selection, grading, proportioning and mixing aggregates; proper use of concrete masonry—discussing selection of proper block for most advantageous use in a wall; curing and cubing for all types of block plant operations; automation for both new and old block plant setups.

Attendance at the Besser School during 1958, up to the end of October included 130 plant owners, engineers, managers, salesmen, foremen and other plant employees. Attendance in 1959 is expected to be more than 200.

## Ready-Mix Safety Winners Announced

Winners of the 1958 safety contest conducted by National Ready Mixed Concrete Association, have been announced by the Association's executive secretary, Vincent Ahearn. There were 321 companies enrolled in the contest representing total annual production of 26,297,490 cubic yards of concrete. Trophies and certificates will be presented to winners at the Association's convention in New Orleans in February. The contest covered the period from July 1, 1957 through June 30, 1958.

Contestants were divided into five classes according to volume of production. The winning company in the Class A competition, for companies producing more than 250,000 cubic yards of concrete during the contest period, is Southern Materials Co., Inc., Richmond, Va. This contestant operated with only two injuries to

COMPANY	PRODUCT	BOOTH NO.
The Knickerbocker Company Truck-Man Division Jackson, Michigan	Fork trucks; platform trucks	1405
W. H. Lackey, Inc. Kingsport, Tennessee	Batching and mixing controls	216
Leschen Wire Rope Division H. K. Porter Company, Inc. St. Louis 12, Missouri	Strand for prestressed concrete	107
The Lithibar Company Holland, Michigan	Concrete block machinery	110
Littleford Bros., Inc. Cincinnati 2, Ohio	Steam boiler	259
Lowell Stone Co. Lowell, Indiana	Faced C/M units	316
Marble Face Block, Inc. Kenilworth, New Jersey	Monolithic faced building units	701
Martin Engineering Company Neponset, Illinois	Railroad hopper car shaker	308
The Master Builders Co. Cleveland 3, Ohio	Admixture for concrete	1113
Material Service Corporation Chicago 6, Illinois	Lightweight aggregate	314
McNeil Brothers, Inc. Milford, Connecticut	Uses of fly ash in concrete products	713
Memphis Equipment Company Memphis, Tennessee	Construction Equipment	137
Mineral Pigments Corp. Muirkirk, Maryland	Dry cement colors	200
Modern Concrete Chicago 5, Illinois	Publication	1109
Monarch Road Machinery Co. Grand Rapids 3, Michigan	Hydraulic power controls	1527
The Gene Olsen Corporation Adrian, Michigan	Concrete block machinery	120
Oswalt Engineering Service Corp. Forest Park, Illinois	Concrete block machinery	613
Park Mold & Step Co. Battle Creek, Michigan	Concrete step molds & forms	322
Pennsylvania Glass Sand Corp. Pittsburgh 22, Penna.	Supersil silica flour	145
The Plyco Corporation Elkhart Lake, Wisconsin	Plastic framed window units	719
Praschak Machine Company Marshfield, Wisconsin	Skip hoist; mixer; batch loader	210
Ramsey Engineering Company St. Paul 13, Minnesota	Electronical equipment	103
Reichard-Coulston, Inc. New York 10, New York	Pigments for coloring concrete products	712
The Richmond Fireproof Door Co. Richmond, Indiana	Fireproof doors	1425
Ricketson Mineral Color Works Milwaukee 2, Wisconsin	Cement colors	1406
John A. Roebling's Sons Corp. Trenton 2, New Jersey	Tensioning materials for prestressed concrete	307
Sarasota Engineering Co., Inc. Sarasota, Florida	Electronic control instruments	133
Side-O-Matic Unloader Corp. York, Pennsylvania	Unloader	1550
The T. L. Smith Company Milwaukee 1, Wisconsin	Turbine type mixers	601

# Low temperatures bring out the best in COLUMBIA CALCIUM CHLORIDE

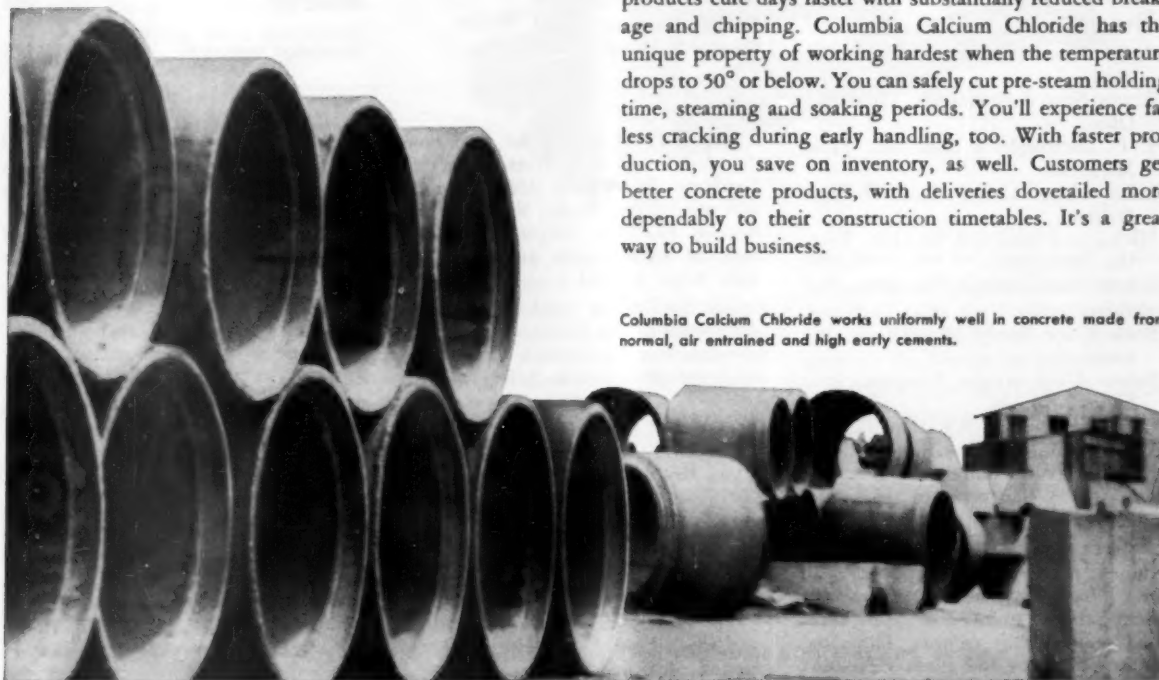
## **This means ready mix now sets faster**

Finishers move in and off ahead of schedule, saving costly overtime. That's because Columbia Calcium Chloride used in ready mix produces both initial and final sets a full *three times faster!* And does it while exceeding the most rigid strength specs. Your customers pull forms days earlier, move on to the next job. Giving them the built-in protection of this chemical that just warms up to cold winter weather is pretty good insurance that their ready mix orders will keep coming to you. And Columbia Calcium Chloride provides no handling problem for you at all . . . adds equally well at your plant or customers' job sites.



Faster early strength (50% greater at 72 hours) lets most skilled trades get to work without delay and resulting overtime.

## **And concrete products set faster, too**



Units move faster and store better when Columbia Calcium Chloride is part of the mix. Pre-cast block, panel, or pipe products cure days faster with substantially reduced breakage and chipping. Columbia Calcium Chloride has the unique property of working hardest when the temperature drops to 50° or below. You can safely cut pre-steam holding time, steaming and soaking periods. You'll experience far less cracking during early handling, too. With faster production, you save on inventory, as well. Customers get better concrete products, with deliveries dovetailed more dependably to their construction timetables. It's a great way to build business.

Columbia Calcium Chloride works uniformly well in concrete made from normal, air entrained and high early cements.

**WRITE TODAY FOR MORE INFORMATION...PLEASE SAY WHETHER INTERESTED IN READY MIX OR CONCRETE PRODUCTS**

## **COLUMBIA-SOUTHERN CHEMICAL CORPORATION**

A Subsidiary of Pittsburgh Plate Glass Company • One Gateway Center, Pittsburgh 22, Pennsylvania

DISTRICT OFFICES Cincinnati, Charlotte, Chicago, Cleveland, Boston, New York, St. Louis, Minneapolis, New Orleans, Dallas, Houston, Pittsburgh, Philadelphia, San Francisco. IN CANADA Standard Chemical Limited

employees, no injuries to non-employees and seven property damage accidents.

The winning company in Class B, for companies producing from 100,000 to 250,000 cubic yards of concrete during the contest period, is Fischer Lime & Cement Co., Memphis, Tenn., for operating without an accident of any kind during the year of the contest. In announcing this award it was noted that Fischer Lime & Cement Co. has an outstanding safety record over the past five years, having won the Class A trophy in 1953 and 1955.

Twelve producers entered in the Class C competition for companies in the 50,000 to 100,000 cubic yard range had accident-free records. But a previously established contest rule provided that when there are identical scores the contestant with the greatest combined yardage and man hours should receive the trophy. So in this instance the trophy is to be awarded to Morse Sand & Gravel Co., Inc., Pawtucket, Rhode Island. This company had won the Class B trophy in 1954. The 11 other companies with accident-free records in the Class C competition will receive Certificates of Achievement in Safety. They are:

Acme Materials Co., Phoenix, Arizona.  
Arrow Sand & Gravel Co., Columbus, Ohio.  
J. P. Burroughs & Son, Inc., Flint, Michigan.  
Lake Cities Corp., East Chicago, Indiana.  
Michigan Foundation Co., Inc., Trenton, Michigan.  
Ready-Mix Concrete Co., Reno, Nevada.  
Rock River Ready Mix, Dixon, Illinois.  
Salina Concrete Products, Inc., Salina, Kansas.  
C. W. Shirey Co., Waterloo, Iowa.  
Terre Haute Concrete Supply Corp., Terre Haute, Indiana.  
Transit Mix Concrete Ltd., Honolulu, Hawaii.

In the Class D competition for companies producing from 25,000 to 50,000 cubic yards during the contest period, twenty-five companies had accident-free records. The same rule applied in the Class C contest was applied in this instance, resulting in the trophy going to Thomas, Bennett & Hunter, Inc., Westminster, Maryland. The other 24 companies will be awarded Certificates of Achievement.

Sixty-one contestants in the Class E competition for companies producing less than 25,000 cubic yards dur-

## COMPANY

Solvay Process Division  
Allied Chemical Corporation  
New York 6, New York  
R. L. Spillman Co.  
Columbus 7, Ohio  
Standard Dry Kiln Company  
Indianapolis 21, Indiana  
Standard Dry Wall Products, Inc.  
New Eagle, Penna.  
Star Precision Devices, Inc.  
Mountainville, New York  
Stearns Manufacturing Co., Inc.  
Adrian, Michigan  
Universal Door Carrier, Inc.  
Indianapolis 2, Indiana  
Varel Manufacturing Co.  
Dallas 20, Texas  
Vibro-Plus Products, Inc.  
Stanhope, New Jersey  
Volz Products, Inc.  
St. Louis 14, Missouri  
Waterloo Unloader Corp.  
Waterloo, Iowa  
C. K. Williams & Co.  
East St. Louis, Illinois  
Worthington Corporation  
Harrison, New Jersey  
Zonolite Company  
Chicago 3, Illinois

## PRODUCT

Solvay Calcium Chloride	153
Steel forms for specialty casting	309
Doors; door carriers; block racks	1409
Waterproofing materials	130
Threaded metal inserts	1521
Concrete block machinery	1000 & 1101
Kiln doors and door carrying equipment	310
Blades and bits	312
Vibrators	151
Plastic faced building blocks	628
Unloader	704
Pigment colors for concrete	131
Mixers; construction equipment	606
Insulation materials	113

## BOOTH NO.

ing the year of the contest, had accident-free records. Bama Concrete Products, Tuscaloosa, Ala., however, will receive the trophy, this company having had the largest combined total of cubic yards produced and man hours worked.

All production and distribution employees of the five trophy-winning companies are to receive Certificates of Accomplishment in Safety.

number of exhibitors, was a total of 160 manufacturers. Even then it was said to be the greatest building show of all time. Exhibits in the coming January, 1959 show are expected to number approximately 809, about five times the record of 1951.

## Mason Contractors To Hear Union Official

John J. Murphy, secretary of the Bricklayers, Masons and Plasterers International Union of America, will address the ninth annual convention of the Mason Contractors Association of America in St. Louis Feb. 15-18. This was announced by William F. Nelson, convention co-chairman and head of MCAA's labor relations committee. The veteran union official joins Jerome F. Fenton, general counsel of the National Labor Relations Board, as one of the principal speakers at the four-day meeting, to be held concurrent with the 1959 MCAA products and equipment show in the Chase-Park Plaza Hotels.

## Expect Record List of Exhibits at Home Show

The fifteenth annual convention and exposition of the National Association of Home Builders, scheduled for January 18 to 22 in Chicago, is expected to attract a record number of exhibitors. Since the first home show, the exhibits in the exposition halls of the Conrad Hilton and Sherman hotels and in the Coliseum have grown tremendously in numbers and spectacular quality. Back in 1951, what was referred to as a record



At the  
forth coming

**N.C.M.A. SHOW**

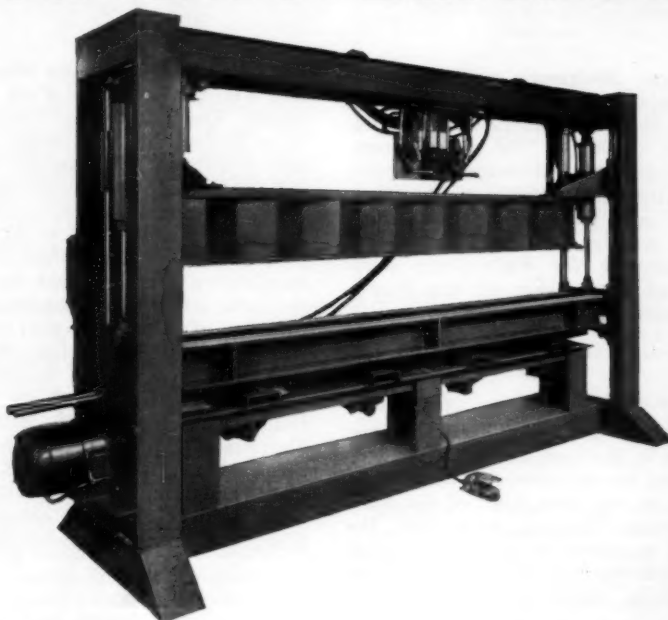
Booth 144  
Cleveland, Jan. 12-15

# ✓ check the **KENT** **HYDRAULIC-LINTELATOR**

The KENT Hydraulic-Lintelator is an advanced machine developed out of Kent's long experience with the Lintelator, numbers of which have been in successful operation for several years.

It is capable of fast, profitable production of lintels and other products that can be formed in a straight mold box—sills, fence posts, retaining wall members, parking lot barriers, etc., etc.

Intense, evenly applied vibrations under powerful pressure produces strong, evenly textured blocks from various aggregates.



The up and down movements of the Press Head and Mold Box are actuated by hydraulic cylinders, assuring fast, dependable and economical operation.

The FULL-LENGTH PRESS HEAD serves without change to produce lintels of any length, saving valuable time.

A Motor Driven Vibrator Shaft carrying four sets of eccentric weights extends the full length of the mold box. This produces vigorous vibration and assures uniform

density and strength throughout the entire block.

The intensity of the vibration can be changed to meet the requirements of different materials by counter-balancing the weights against each other.

The machine makes lintel products in lengths up to 11 feet. One lintel per cycle is produced in the following modular sizes:  $7\frac{1}{8}'' \times 5\frac{1}{8}''$ ;  $7\frac{1}{8}'' \times 7\frac{1}{8}''$ ;  $7\frac{1}{8}'' \times 9\frac{1}{8}''$ ; and  $7\frac{1}{8}'' \times 11\frac{1}{8}''$ . By using a divider strip, two lintels  $7\frac{1}{8}'' \times 3\frac{1}{8}''$  up to 11

feet long can be made each cycle.

For VOLUME PRODUCTION of standard units the Hydraulic-Lintelator can be built and equipped to remove the blocks lengthwise.

A TILT-TOP MATERIAL FEEDER is available. Material will be oscillated and delivered into the mold box.

WRITE FOR COMPLETE INFORMATION and arrange to expand your activities into this profitable line.

You're invited to our  
suite at the  
Auditorium Hotel  
for a period of  
relaxation and  
sociability



**Check Also** the Kent Improved KENTWIN two block plain pallet machine, the dual vibration motor BlockMaster and the Standard Kent Lintelator.

*The* **KENT MACHINE CO.**  
CUYAHOGA FALLS, OHIO

SUBSIDIARY OF THE LAMSON & SESSIONS COMPANY

Canadian Distributor: Wettlaufer Equipment, Ltd., 49 Merton St., Toronto 12, Ontario

**News Announcements from Companies  
Servicing the Concrete Industries**

# MANUFACTURER'S NOTES

**Food Machinery and Chemical Corp.**, Florida Division, Lakeland, Fla., has named **H. L. Clevenger** as sales manager for Form-Crete products. Mr. Clevenger had previously been assistant to the general sales manager. His headquarters will be Lakeland. He will be responsible for Form-Crete sales in all states east of the Rocky Mountains.

**Dewey & Almy Chemical Division**, **W. R. Grace & Co.**, Cambridge, Mass., has assigned **Francis B. Adams** to the sales force of the construction Chemicals department. He will specialize in sales of chemical admixtures for concrete in the New England states.

**The Master Builders Co.**, Cleveland, Ohio, has selected **Woodrow L. Burgess** to be assistant director of engineering. This was announced by **Stephen W. Benedict**, Master Builders president. Mr. Burgess is a mining engineer with wide experience in design and construction of large dams. Master Builders Company is a division of American-Marietta Co.

**Besser Company**, Alpena, Mich., announces the appointment of **Ralph G. Bailey**, former export manager for all Besser overseas operations, to be district manager in the southwest region with headquarters in Phoenix, Arizona. Mr. Bailey has been with the Besser Company for 22 years.

**Bucyrus-Erie Co.**, South Milwaukee, Wis., has appointed **Field Machinery Co.**, Cambridge, Mass., to be a Hydrocrane distributor. The new distributor will handle sales and service on 5 and 12-ton capacity, truck-mounted, all-hydraulic Hydrocranes and  $\frac{3}{8}$  and  $\frac{1}{2}$  yd. Hydrohoes and Hydroshovels. Field Machinery's territory includes all of Rhode Island, the Massachusetts counties of Essex, Middlesex, Worcester, Suffolk, Norfolk, Plymouth, Barnstable, Nantucket, Dukes and Bristol; and the New Hampshire counties of Barrington, Hillsborough, Cheshire, Strafford and Rockingham. Equipment and service parts will be maintained at the Field company's plant, 300 Binney St., Cambridge.

**Leschen Wire Rope Division**, **H. K. Porter Co., Inc.**, St. Louis, Mo., is to have the services of **Malcolm P. Parker** as sales representative in North and South Carolina and northern Georgia. Mr. Parker's appointment was announced by **Gordon N. Dow**, general sales manager. His headquarters will be at Charlotte, N.C.

**Kwik-Mix Company**, Port Washington, Wis., has chosen the **Hayden-Murphy Equipment Co.**, Minneapolis as its southern Minnesota distributor for construction equipment. Products to be handled by the Minneapolis firm include the complete line of Kwik-Mix bituminous, plaster mortar and concrete mixers and the "Moto-Bug" a material handling unit convertible for fork lift, hopper or platform service. The



**H. L. CLEVINGER**



**F. B. ADAMS**



**W. L. BURGESS**

new Kwik-Mix "Hi-Lifter" fork truck will also be handled. This unit is said to be capable of 4,000 lb. lifts to 22½ ft.

**Cleaver-Brooks Co.,** Milwaukee, Wis., has designated J. Mel Brown Co., of Salt Lake City, to be boiler sales representative in Utah and Nevada and in southwestern Wyoming, central and southern Idaho and Malheur county in Oregon. The Brown Company will offer both parts and boiler service from its headquarters at 2046 S. 11th East St., Salt Lake City. It is also prepared to give field starting service, boiler adjustment and training of boiler operator.

**Fuller Company,** Catasauqua, Pa., has promoted E. L. Decker to the post of chief engineer. He was formerly supervisor of compressor engineering and in charge of fan developments. Mr. Decker succeeds Robert E. Metzger, who has been appointed chief engineer of the Dracco division of Fuller Co. at Cleveland, Ohio.

**L. O. Gregory Manufacturing Co., Inc.,** Memphis, Tenn., manufacturers of aggregate batching plants, has announced the appointment of four new distributors. These are: North Texas Equipment Co., Dallas, Texas; Adams Construction Co., Orlando, Fla.; United Road Machinery Co., Memphis, Tenn. and Peterson Machinery Co., Nashville, Tenn. Literature and engineering

help in planning ready-mix plant, block plants, pre-stressing plants or pipe plants are available from Gregory Mfg. Co. headquarters, P.O. Box 408, Memphis, Tenn.

**The J. I. Case Co.,** Racine, Wis., manufacturers of farm and construction machinery, has announced the appointment of Jack L. Bush as corporate controller. Mr. Bush was formerly assistant secretary and treasurer of LeTourneau-Westinghouse Co.

**Leschen Wire Rope Division,** H. K. Porter Co., Inc., St. Louis, Mo., has made H. Robert Baer, sales representative in northeastern Ohio and northwestern Pennsylvania territory. Mr. Baer will make his headquarters in Canfield, Ohio.

**Fuller Company,** Catasauqua, Pa., announces that immediate service to both customers and prospects in the New York area can now be provided from an office at 380 Madison Ave. Fuller products include Airslide fluidizing conveyors, Airveyors and Fuller-Kinyon conveying systems. The new office will also handle Fuller horizontal grate collers and related equipment. The New York office will be under the management of Andrew van der Lyn.

## Calendar . . .

**JANUARY  
12-15,  
1959**

National Concrete Masonry Association — 39th Annual Convention and 11th Biennial Concrete Industries Exposition — Cleveland Public Auditorium, Cleveland, Ohio.

**JANUARY  
19-21,  
1959**

Ohio Ready Mixed Concrete Association — Driver Training, Safety and Fleet Maintenance Course — Lincoln Lodge, Columbus, Ohio.

**JANUARY  
19-21,  
1959**

Ready Mixed Concrete Association of Wisconsin — Annual Convention — Plankinton Hotel, Milwaukee, Wis.

**JANUARY  
25-29,  
1959**

Associated Equipment Distributors — 40th Annual Meeting — Conrad Hilton Hotel, Chicago, Ill.

**JANUARY  
26-28,  
1959**

National Concrete Products Association — 10th Annual Convention — King Edward Hotel, Toronto, Ont., Canada.

**JANUARY  
27-28,  
1959**

Ohio Concrete Block Association — 6th Annual Convention — Pick-Fort Hayes Hotel, Columbus, Ohio.

**FEBRUARY  
9-10,  
1959**

Wisconsin Concrete Products Association — 39th Annual Convention — Plankinton Hotel, Milwaukee, Wis.

**FEBRUARY  
16-19,  
1959**

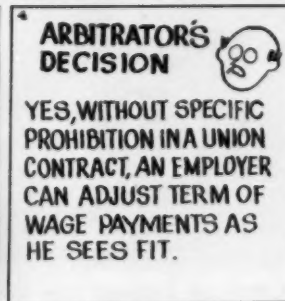
National Sand & Gravel Association — 43rd Annual Convention — National Ready Mixed Concrete Association — 29th Annual Convention — Roosevelt Hotel, New Orleans, La.

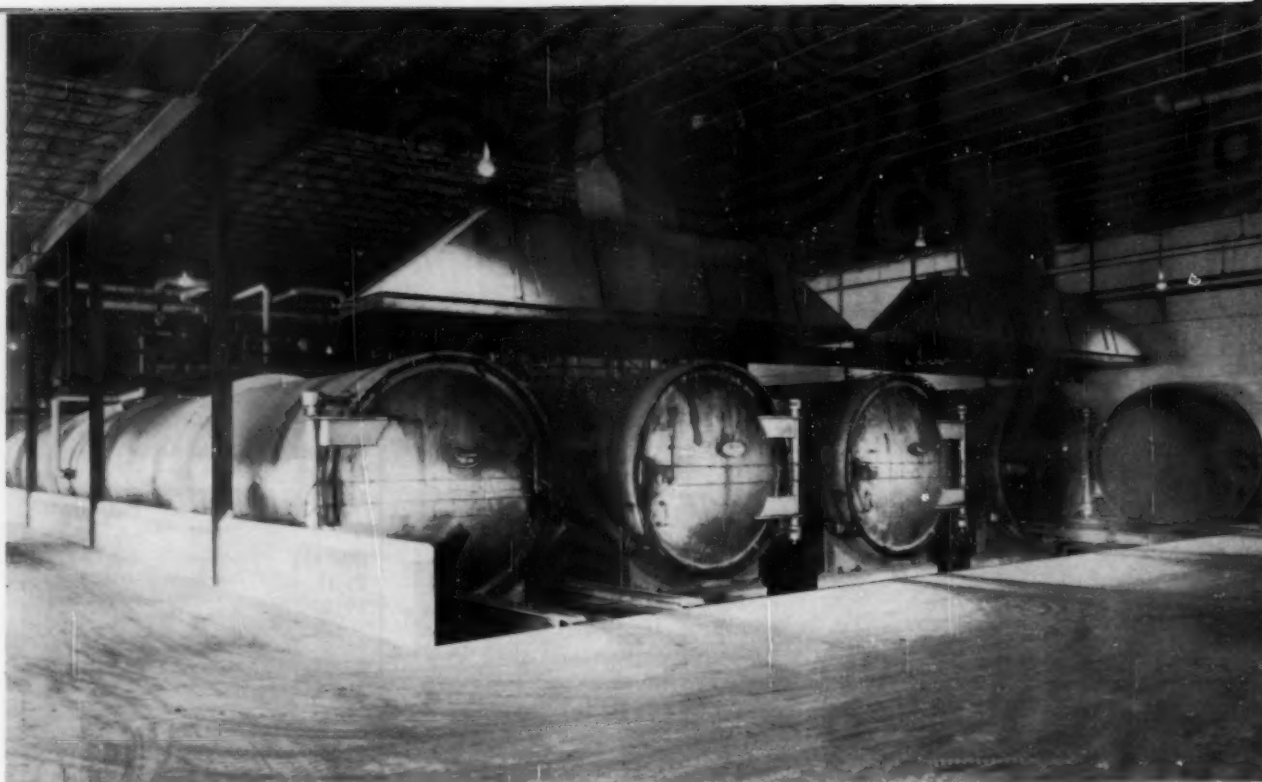
**FEBRUARY  
23-27,  
1959**

American Concrete Institute — 55th Annual Convention and Exhibits Statler Hilton Hotel, Los Angeles, Calif.

## IT HAPPENS EVERY DAY *Latest rulings in Labor Relations*

### CAN AN EMPLOYER CHANGE A WEEKLY PAYROLL TO BI-WEEKLY?



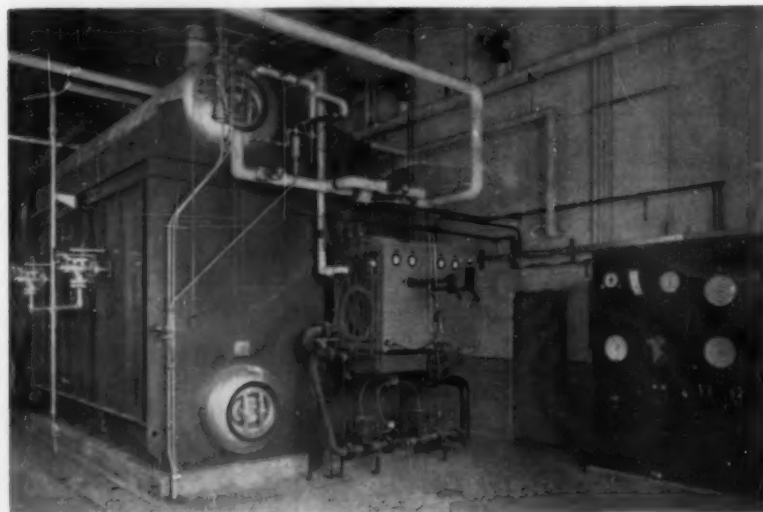


● Four 100-ft.-long and 10-ft.-in-diameter autoclaves line one end of National Cement's block production floor.

# NATIONAL CEMENT PRODUCTS

## Adds rack loaders, unloaders, and four autoclaves

Near one of the loading bays of the huge enclosed building housing National Cement Products Co.'s block production facilities, Lloyd



● National Cement's new boiler and controls for the autoclaves.

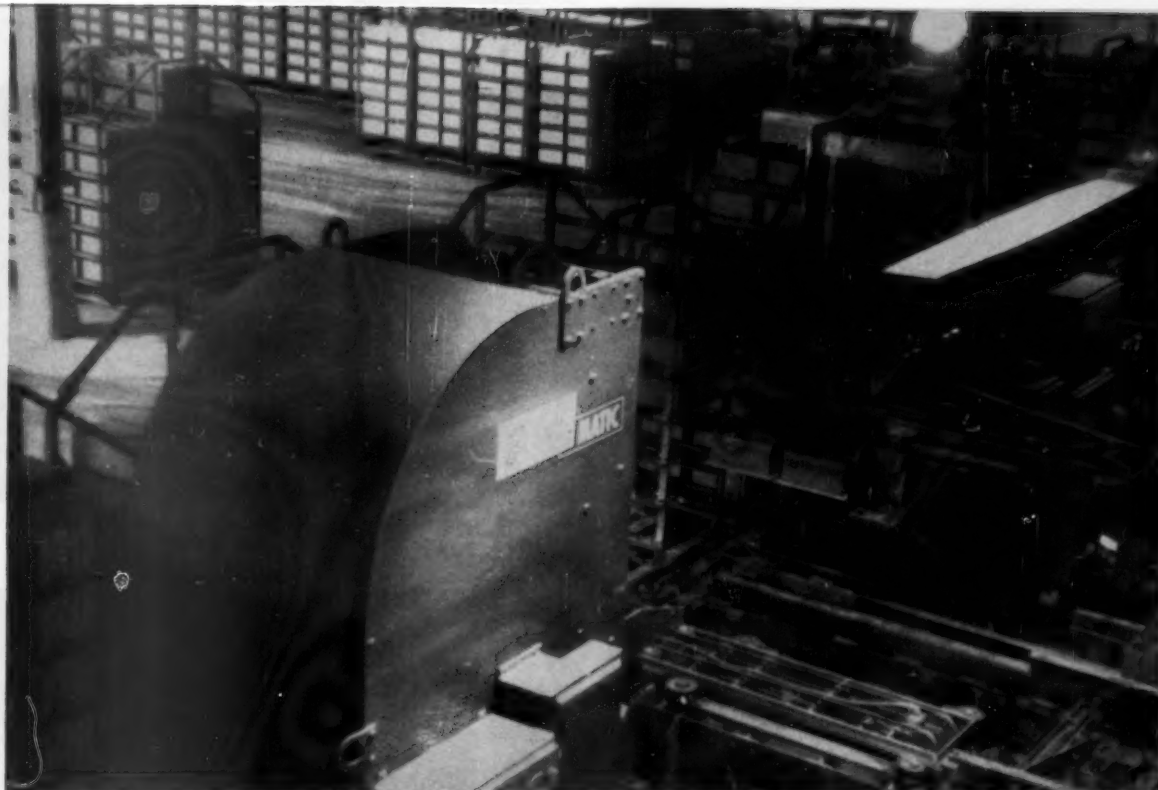
Fellabaum, National Cement's president, stood, blinking somewhat from the sun coming in through the doorway. With a smile on his face, he asked, "Did you see anything of interest at this plant?"

Behind him, within the darkened interior of a good-sized room, were some of the latest automatic handling equipment and curing facilities in use by the block industry in this country: automatic loaders and unloaders for the company's two block machines and four big-bright-and-shiny autoclaves.

Surrounding this building—the main production center and hub of National Cement Products Co.—are 22 acres of clean swept block and precast storage and curing space, separate office building, garage, service department, and railroad spur.

Grand opening and viewing-by-the-professions days, two of them, were held at National Cement's plant just this past October. All told some 250 general contractors, architects, building contractors, and mason contractors took the inspection tour,





● Block machines, loaders, unloaders, and rack conveyors spread across the other end of the huge room.

## REBUILDS WITH AUTOMATION

learning as they went along something about automation of production and autoclave-cured block.

Equipment on the batching and mixing balcony, above the two block machines, is pretty much a carry-over from before the recent refurbishing, with one major exception. Now, since silica flour replaces half of the cement in National's autoclave-cured block and concrete brick, bins, batching, and dust-suction equipment has been put in to safely handle the incorporation of this ingredient in concrete.

Otherwise, the facilities upstairs consist of overhead hoppers (Way-lite, limestone, cement, silica flour), a traveling batcher, two, 50-cu.-ft. mixers, Mix-a-matic moisture meters to control the water content of the batch in each mixer, and electric-eye controls to regulate each mixer's discharge into the hopper below.

Downstairs, on the main production floor, which is windowless and is heated and air-conditioned by huge blowers, National Cement Products Co. has two, three-at-a-time Gocorp

Trustees facing out into the center of the room at one end and four Bros autoclaves with Struthers Wells quick-opening-and-closing doors facing out at the other end. In between the machines and the claws are two Besser-Matic loaders and unloaders and rows upon rows of 120-block contour racks.

Off in a separate boiler room beside the claws are a huge, new and shiny Bros boiler, Bailey Meter Company controls for the boiler and controls for the autoclaves, Zeolite water-softening equipment, and oil standby equipment in case the usually-used natural gas intake or supply doesn't function properly.

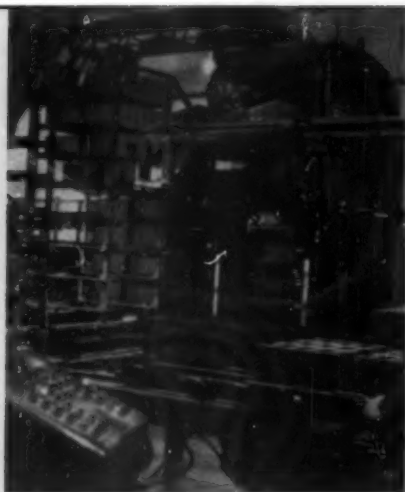
This combination of manufacturing, handling, and curing facilities gives National Cement a production capacity of 21,600 block per day, using the two Trustees on the day shift and one on a night shift.

According to plant superintendent Bill Regenold, the work force for this production capacity is 17 men, including himself, a man on each shift on the batching and mixing floor, a

total of three firemen, a man cubing with a clamp-type off-bearer at the end of each of the two roller conveyors coming from the unloading machines, a full-time sweeper, and men to operate the fork-lift trucks. Long division gives the output at roughly 140 block per man-hour, working on a 9-hour shift.

With slight modification, the Besser-Matic loading and unloading mechanisms at National Cement in Toledo are the same as the units described in the write-up, *CONCRETE*, June, 1958, of Standard Block & Supply Co., Lansing, Mich.

The two obvious differences are that at the new Toledo installation the machines are working with 120-block contour racks, instead of the usual 72-block rack familiar to low-pressure steam curing plants. Also, the portion of the loader and unloader that lifts the block, on pallets, in or out of the proper rung of the rack has been changed in design; now, instead of a flat lifting-and-sliding platform, what looks like the forks of an off-bearer have been



● Loading a 120-block contour rack.



● Three racks lined up on the transverse chain conveyor.



● Driver guides his fork truck, loaded with a rack of block, onto the rails across the pit at the autoclave door.



● Door at right is in locked position; notice extended cylinder and insert lever thrown over.

added underneath. It is these forks that go in under the pallets and lift them up.

In abbreviated sequence: on the loading side, the forks pick up the two outermost pallets of block after they have moved out from the block machine on the roller conveyor. The pallets are lifted up to the proper height of the next empty slot in the rack, and then they are moved forward and deposited on the rungs. First, the six slots on one side of the rack are loaded (loading is from the top rungs down), then the transverse chain conveyor moves the rack over and the center eight sections are loaded. Finally, after the rack moves once more, the six side sections are loaded with pallets of block.

From here the loaded rack is taken off the transverse chain conveyor by fork truck and either loaded directly into a waiting autoclave or, as more frequently happens, lined up with other full racks in the center of the room to be loaded into a vessel later.

Loading an autoclave from the line of racks on the floor takes 45 minutes; if the fork-truck driver has to wait for the block to be molded on the machine and loaded onto the racks, it takes approximately two hours to fill an autoclave to capacity.

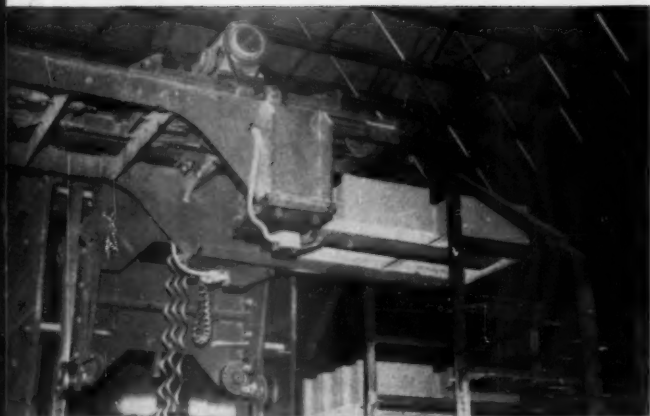
National Cement Products Co.'s four autoclaves, fabricated by Bros Incorporated, Minneapolis, are 100 ft. long and 10 ft. in diameter. Capacity of each vessel is 30 racks of 120 block each, or a total of 3,600 block.

Struthers Wells Corp. quick-opening-and-closing doors and gaskets seal off the cylinders during the curing cycle. These doors have a locking ring running around the circumference that expands into a groove in the door jamb. As a safety measure and to insure proper seal, an insert padlocks into place between the open ends of the expanded ring when the door is closed properly. At National only two employees have a key to the padlock—the superintendent and the

fireman on duty at the time.

During the day shift each autoclave, one after another, is filled with block, its door closed and locked, and the curing cycle begun. Thus the four vessels are filled and steaming when the night shift comes on duty. Some 10 or so hours after the first vessel was started on its curing cycle, blow-down time comes; steam is exhausted; and the night fireman opens the door and the night shift removes the block. Then the same crew loads the cylinder with more green block and starts it on another cooking cycle. The same procedure holds true for the second vessel to arrive at blow-down time. The third and fourth autoclaves are just unloaded; they will become the ones loaded first by the day shift the next morning.

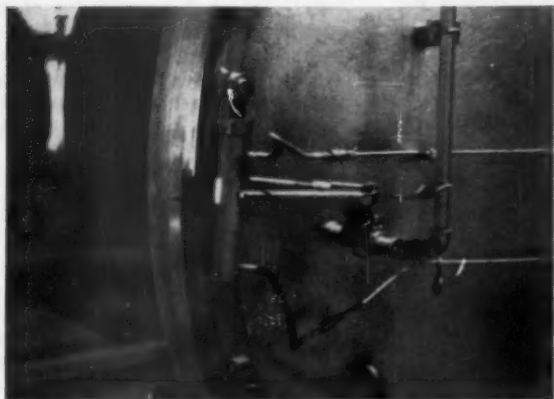
National Cement autoclave cures on the following cycle: after loading, three hours of preset time at 150°F., three hours of build-up to maximum temperature and pressure, four hours of hold time at 140 psig and 350°F.,



● Unloader's forks lift pallets of block from rack.



● Block move on conveyors to the cubing station.



● Locking mechanism; cylinder, as it expands, pushes locking ring apart. Insert is hidden behind cylinder.



● F and A joists, piled high out in the yard, await shipment to National Cement Products Co.'s customers.

and 1/2 hour or less for blowdown.

In the boiler room, to one side of the autoclaves, continuous charts are kept of the temperature and pressure in each vessel. A look at the Bailey Meter Company autoclave control panel, with its four circular graphs, one for each clave, shows what's happening inside the long cylinders in the next room. Next to this is another control panel that cycles the boiler output to the steam needed for curing.

The same Towmotor truck is used throughout the indoors operations at this plant; it takes the filled racks off the loading conveyor; loads the autoclave (a special set of heels mounted on the sides of fork truck come into play on the rails in the autoclave); unloads the racks from the autoclave after curing; and carries the racks to the unloader.

Essentially, the unloading sequence is the reverse of that used in loading. Another pair of forks come in under the pallets of cured block in the rack

(unloading is from the bottom up), lifts them up, takes them back and down, and deposits them on conveyor. Further on the block are shoved at right angles off the pallets; the pallets go back to the machine to be used again; and the block travel by pusher and roller conveyors around to the cubing station. Thence into cubes or on pallets and out into the yard.

Corrosion, frequently a considerable problem of autoclave production, is almost negligible at National Cement. To reduce rust on pallets, they are turned over every so often; the build-up concrete residue on the pallets gives sufficient protection. Rack corrosion is kept in check with a sprayed-on coating of Superservice Bitumastic, a product of the Koppers Co., Tar Products Division, 122 S. Michigan Ave., Chicago, Ill.

Some of the other precast concrete items merchandised by National Cement, besides their considerable assortment of block sizes and shapes,

are the F and A floor and roof system, stadium seats, sill, lintels, splash block, and highway dividers.

Until fairly recently National Cement warehoused and acted as a dealer for a number of other products, outside the concrete line, for the local contractors. But the present company policy is away from the supermarket approach to building products. Instead, as Lloyd Fellabaum's youngest son John, who is in charge of plant and maintenance, put it, "We're attempting to specialize in the production and merchandising of concrete products."

(For a brief run-down of the advertising and promotion techniques used by National Cement Products Co. to introduce the new automation and autoclaves to the public in the Toledo area, read the write up of Warren Fellabaum's speech to the Region VI Meeting of the NCMA at French Lick, Indiana. The story of what happened at this meeting appears in this issue of CONCRETE.)

# The Story

By GORDON SCHMIDT

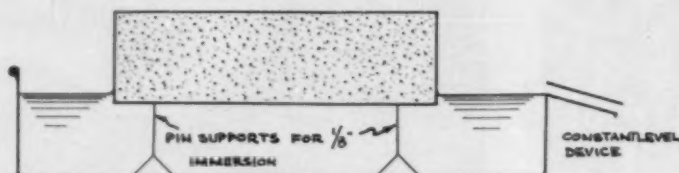


FIGURE 1. Relatively simple to construct, this device allows visual evaluation of integral waterproofing compounds. Note: Does not meet ASTM specs.

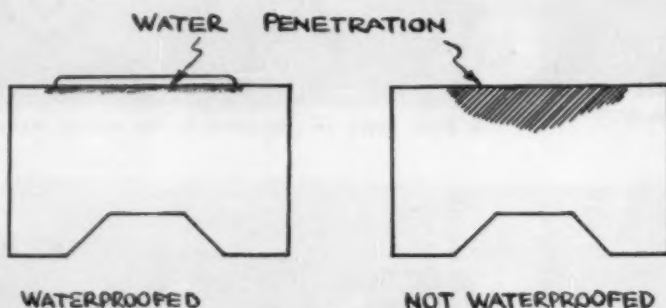


FIGURE 2. Resistance to water penetration; with good waterproofing a blob of water should remain on the surface of the concrete for between 5 and 10 minutes.

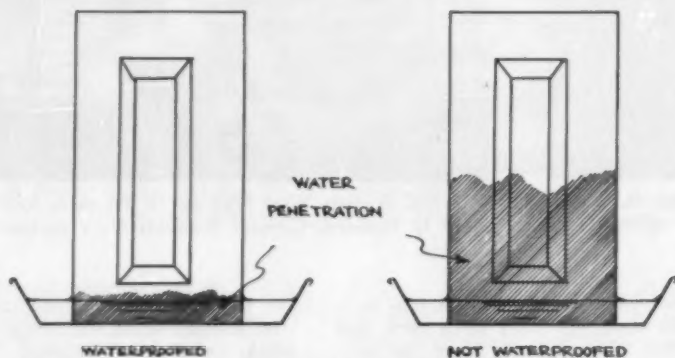


FIGURE 3. Capillary rise through voids in concrete is demonstrated by moisture showing up way above the water line in the non-waterproofed block, right.

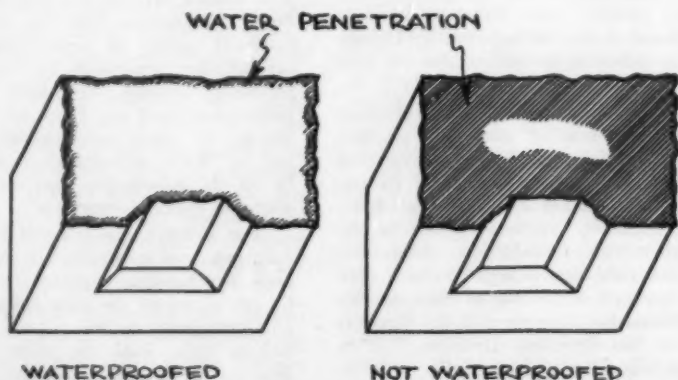


FIGURE 4. A demonstration of effective waterproofing; both bricks are immersed in water simultaneously for 10 to 20 seconds, then broken. A good selling aid.

**I**N addition to providing surfaces of enduring color and texture, concrete face units must also fulfill all the structural and protective requirements of unit masonry.

Here, we shall examine the characteristics of concrete face units — brick, cast stone, split block, block, etc. — in relation to water and water penetration. Specifically, the function of the so-called integral waterproofing admixtures will be considered.

All concrete masonry units, no matter how dense they may appear, are essentially porous. This porosity may be visualized as a labyrinth of pores or voids, some interconnected, some relatively isolated. The pores and voids occur between the aggregate particles, in the cement paste and in the aggregates themselves. The total porosity of a concrete masonry unit thus depends upon the characteristics of the aggregate, the cement-aggregate ratio, the cement-water ratio, and the manner in which the concrete mix is compacted, vibrated or tamped.

A measure of the degree of porosity, or void space, is obtained by immersing the bone dry unit in water for 24 hours and calculating the weight gain. This is the familiar ASTM test C 67-50, para. 14, and this measurement of capacity for water is incorporated into most unit masonry standards.

This capacity for water is commonly referred to as the "total absorption" of the unit and is quite often improperly used to indicate the "waterproof" nature of the unit. Actually, there seems to be no evidence to suggest that a concrete masonry unit with a low total absorption is, in essence, more "waterproof" than a unit with a higher total absorption.

The term "waterproof" as applied to a concrete masonry unit is a misnomer. The term "resistance to water penetration" is more accurate, though it's a somewhat clumsy phrase. The integral waterproofing



# of Integral Waterproofing

admixtures do not waterproof; they instead, slow up and reduce water penetration. Controlled tests fail to show clear evidence that these admixtures reduce the total absorption as measured by 24 hour cold water immersion.

To measure the efficiency of integral waterproofing admixtures we must consider another ASTM test which is seldom employed by concrete products manufacturers and, unfortunately, seldom considered in relation to concrete unit masonry. The "Initial Rate of Absorption (Suction) Test," ASTM C 67 — 50, para. 27, measures accurately the degree of waterproofing (preferably, resistance to water penetration) of a concrete brick or other unit.

This test, adopted some years ago for measuring the initial rate of absorption, or suction, of clay brick involves immersing a bone dry brick flatwise to a depth of one-eighth inch in water for sixty seconds. The weight of water gained by suction (in grams and related to 30 square inch flatwise area) is the measure of the rate of absorption and similarly the measure of resistance to water penetration of the unit. (A sketch of apparatus is shown in Figure 1.) This is an accurate means of measuring what is often observed by using the so-called "coke bottle" test. In this quick and ready check of resistance to water penetration, a small blob of water is placed on the surface of the unit and its time of disappearance noted. A unit with high suction (low resistance to water penetration) will take the water very quickly; a low suction unit will take the water in very slowly. (This is shown schematically in Figure 2.)

The voids or pores in the concrete unit act as capillaries, and water is actually drawn or sucked into the unit by a phenomenon known as capillary rise, in addition to simple water flow. This action can be observed in a wick immersed in water or in masonry units piled on wet ground where the water seems to "flow up hill". Indeed, the finer the voids or capillaries exposed on the

surface, the stronger will be the suction into the unit since capillary lift increases as the diameter of the capillary becomes smaller. (This phenomenon is sketched in figure 3.)

An integral waterproofing admixture of the stearic or stearate type reduces the capillary lift quite drastically by increasing greatly the surface tension of the water coming into contact with the unit and discouraging the water from being drawn into the capillary pore structure. It must be stressed that the use of the waterproofing admixture does not alter the physical pore structure of the concrete unit, nor does it change the total void volume. Two identical concrete unit mixes, one with waterproofing admix and one without, identically mixed and formed into units in the same way will have virtually the same total absorption, the same appearance and the same strength and yet the waterproofed unit will exhibit much more resistance to water penetration in a given period of time.

Understandably, integral waterproofing should not be overdone to the point where suction is almost entirely eliminated. Sufficient mortar "bite" or suction in the form of capillary lift must be maintained to encourage good bond between brick and mortar and to prevent the condition of floating due to lack of suction when the units are being laid.

The very real advantages of having masonry units with properly designed rate of absorption or suction are two-fold:

1. Resistance to Water Penetration into the Unit during the Time of Exposure to Water. This leads to the following specific benefits:

- (a) Fast dry-out of units in yard stock and in the wall after exposure to rain. Rain penetration into the waterproofed units may be only a very small fraction of the penetration into non-waterproofed units, (See Figure 4) and a fast dry-out is the natural result — a worthwhile advantage.

- (b) Resistance to efflorescence caused by repeated and deep water



● Water penetrates quickly into a block wall that isn't waterproofed.

penetration followed each time by a slow drying out. Since rain penetration is greatly limited by integral waterproofing, less leaching action is experienced in the unit. This has been clearly confirmed by experience in the field with concrete brick, particularly in those areas where concrete brick forms a highly significant proportion of total brick used.

- (c) Resistance to collection of airborne dust and dirt. A wall composed of concrete masonry units of low suction is far less prone to become dirty due to the absorption of rain which carries with it atmospheric dust, dirt and carbon.

2. Promotion of Maximum Bond between Brick and Mortar.

- (a) Studies dating back to 1931 have revealed that the initial rate of absorption or suction has a significant bearing upon the strength developed between brick and mortar. Research Paper 683, Journal of Research, National Bureau of Standards, by L. A. Palmer and D. A. Parsons, shows that maximum strengths of bond in tension are developed with brick of a moderate initial rate of absorption. This holds true for a wide range of mortar formulas. This range of desirable suction lies between 5 and 25 grams as determined by ASTM procedure outlined above.

Thus the very high suction concrete units do not encourage good tight bond, contrary to a commonly held misconception.

(b) This strength of bond between concrete units and mortar, as regulated by the suction of the unit, also plays a large part in providing a rain resistant wall. Good bond strength is generally accompanied by more complete adhesion and lack of separation cracks between brick and mortar, thus increasing rain resistance. Comprehensive studies by the Division of Building Research, National Research Council, Ottawa, Canada, have clearly indicated that penetration of rain through brickwork is very largely through waterpaths at the interfaces between brick and mortar caused by insufficient bond. Therefore, if better bond is established by reducing suction the integral waterproofers can aid in the prevention of rain penetration through brickwork.

### Selection of Waterproofing Admixtures

Much of the mystery surrounding integral waterproofing has been dispelled in the past few years. There have been a great number of proprietary waterproofing products marketed since the early days of the concrete products industry. Some have proved their worth and provided effective waterproofing at fair and reasonable cost. Many others, sad to say, have proved to be neither economical nor effective.

Competitive forces and a clearer understanding of the properties of concrete have brought to the fore those waterproofing admixtures which are prime chemical commodities, such as ammonium stearate in paste form, aluminum and calcium stearates in powder form, and a number of synthetic resins in liquid form and designed specifically for concrete units. Manufacturers of concrete face brick and cast stone should evaluate their waterproofing requirements and balance the results obtained against the cost. The use of the ASTM test for initial rate of absorption is an excellent test of the waterproofing admixture's efficiency, although care must be taken to test enough samples from each batch to give statistically accurate results.

The charge or loading of the admix is usually related to the portland cement content of the batch. The powdered stearate types are used in the range of 2 to 8 ounces per sack of cement. Unfortunately, it is virtually impossible to recommend load-

ings of waterproofing admixtures since there are so many variables at work. One could hardly assess the comparative cost and efficiency of various waterproofers without running tests under reasonably controlled conditions. Suppliers who recommend a specified loading of their waterproofing product, without qualification, are not taking a realistic view of those variables present.

Using the integral waterproofing admixtures in production is quite a simple matter. Once the level of loading is established along with the degree of waterproofing desired, the liquid or paste types are added to the batch on a volume basis. Powdered types should be added to the batch on a weight basis.

The liquid or paste types are best added after the mixer has been charged with water, so as to prevent absorption into the aggregate particles rather than incorporation into the cement paste. Powdered types should be added to the mixer with or just after the portland cement charge so that it is dry dispersed during the dry mixing period before the water is charged. An exception is in the mixing of expanded slag, shale or

other lightweight aggregates where the aggregate may be pre-wetted before the charging of the cement and where either liquid or powdered types might be pocketed in the expanded aggregate with resultant waste and decrease in efficiency.

With effective integral waterproofing, manufacturers of concrete masonry face units have the advantage of control of the initial rate of absorption or suction at the plant level where it is most efficiently established and capable of closer control. This is an advantage not enjoyed by manufacturers of some brick units, such as dry press brick and soft burned brick in which the suction is often extremely high and its control is not so easy. Some of these types have such high suction that they must be wetted down just prior to laying. Field adjustment of the suction by wetting down is a very haphazard procedure, at best.

Many years of experience have proved the benefit of integral waterproofing in concrete brick and cast stone — superior rain resistance, faster dry-out, resistance to efflorescence and better wall performance all round.

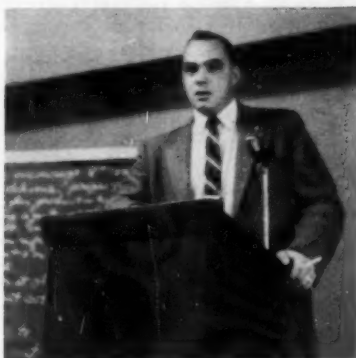


● Frankly, we are having some strength and camber troubles.

# NCMA Holds First Regional Meeting; Producers Gather at French Lick, Ind.



● Fred Palmer, sales consultant, detailed the results of his sales survey of the Spickelmier Co. and made a comparison with others of his surveys.



● Carl Spickelmier, NCMA vice president, Region VI, presided at this first regional meeting, held Oct. 13-14, at French Lick, Ind.



● Warren Fellabaum capsuled his company's promotion program to introduce automation and autoclaved block to the Toledo area.

It's a somewhat odd sensation to drive into French Lick, Ind., gathering place for the Region VI NCMA Meeting, Oct. 13-14.

You're driving along curved, hilly roads, finding little but a sparse town every now and then and old farm houses sticking out from the hillsides of the Ohio River Valley. Then, suddenly, beside the road you notice lines of cars in a parking lot, and a large sign, reading French Lick-Sheraton Hotel. Off through the trees the hulk of a huge red-brick building looms out.

Gambling money built this 700-plus room hotel. Possibly, the warm mineral-spring baths and bottled Pluto Water added the top, cream-portion of the hotel's past luxury.

The French Lick conference was the first, in order of time, of seven NCMA regional meetings planned for this year and early 1959. The others and their dates and places are: Region I, held in New York City, Oct. 24-25; Region II, Nov. 24-25, Hotel Carillon, Miami Beach, Fla.; Region III, Mar. 12-13, 1959, Hotel Tulsa, Tulsa, Okla.; Region IV (two locations), Mar. 16-17, The Biltmore, Los Angeles, and Mar. 20-21, Olympic Hotel, Seattle; and Region V, in Apr. at Minneapolis, Minn.

While there are technical problems

unresolved in the manufacture of concrete block, the major emphasis of most of the French Lick meeting talks, panel discussions, and the workshop centered within the broad field of marketing. Included were aspects of selling, promotion, advertising, service, and other activities related to moving block from the producer's yard into the hands of a customer.

Luncheon speaker William J. Bird, executive vice president, Greater Boston Chamber of Commerce, made a vigorous plea for producers to spend more time attacking those aspects of community living that are not quite immediately concerned with running a business smoothly. In his talk, entitled "Toasting Marshmallows while Industry Burns," Mr. Bird brought out some of the other local and longer-ranged problems a citizen-businessman should spend a portion of his time considering—problems of the advances in science technology and how these advances will change the future pattern of industry; problems of a growing community; and problems of the associations, both within and outside the block producing industry.

Of the speakers at the meetings, possibly a little boy created as favorable and lasting an impression as most. Sales consultant Fred Palmer, at the beginning of his talk, entitled

"How to Close a Sale," asked his son, approximately eight, to stand up and say hello to the producers. This the boy did, in a quite calm and collected manner. Then after a word or two of thanks and appreciation, he asked if he couldn't be excused to go out and play with his dog.

**SELLING** • Mr. Palmer then took over. A good portion of his concentration was on the results of a survey he had conducted on the sales effectiveness of Spickelmier Industries, Inc., Indianapolis. Prefacing his remarks on the survey sent to 1,000 of Spickelmier's customers, Mr. Palmer said that the company's salesmen were well above average. Citing some of the tabulated results: 69 per cent of Spickelmier's customers answered that the salesman calling on them was well informed; only 5 per cent answered negatively to this question. To the question, "Does the salesman speak with authority?" 60 per cent answered yes. "Is he a good salesman?" to this, 76 per cent answered in the affirmative, with only 4 per cent on the negative side.

One of the only faulty sales-technique areas of the Spickelmier Co. that showed up from the survey came in answer to the question, "Has the



salesman told you the story of the company?" To this only 54 per cent of the replies were yes, and the balance were no. Mr. Palmer's suggestion was for company personnel to go out and resell Spickelmier Industries, Inc., by telling the story of this company's three generations of service.

What seemed a most interesting point came near the tail end of Mr. Palmer's talk. Speaking of the results of surveys he had conducted in other industries, he brought up one steel company in particular. This company, he said, was losing out in the competitive struggle and debating seriously a merger with another company. And yet the results of his survey found 80 per cent or more of the steel company's customers answering yes to questions similar to those asked in the Spickelmier survey. Later, when Mr. Palmer was discussing the results of his survey with the steel company's management, he asked them why they were considering the merger. Their answer, surprisingly, was that their competition had a better sales force.

This answer pretty much tied in with Mr. Palmer's suggestions to those producers present:

(1) Spend more time hiring salesmen—find good ones; hire men that fit into the team; and pay them enough to keep them. Pay a little more but get the best selling force in the area!

(2) Have enough salesmen to cover the territory and cover it fully without duplication.

(3) See to it that the salesmen spend more time with the big customers and potentially big ones—the bigger, more active customers that pay the freight; the little ones with time enough on their hands to chew the fat seldom warrant the time spent on them, pleasant though it may be.

(4) Spend more time on preparation prior to sales meetings—get good material for these meetings, material that helps your salesman sell your products.

Fitting closely with Mr. Palmer's last suggestion were the recent NCMA promotional and technical brochures, pamphlets, and booklets shown producers by Jack Grenz and Henry Toennies, NCMA staff. Mr. Grenz also ran off a film showing T.V. spots available from NCMA; these included uses of concrete masonry for interior and exterior walls, barbecues, garages, and patios.

**PROMOTION • Warren Fella-**

baum, sales manager, National Cement Products Co., Toledo, detailed the overall promotion campaign his company had undertaken since the installation of automation and autoclaves. Suspecting the name National Cement Products wasn't too well known, realizing that the facts about autoclaved block and the new automation facilities had to be disseminated quickly, the company, with the help of an advertising agency, embarked upon an extensive promotional program that included: choosing a company color—yellow; putting out two monthly news letters, one for the customers and one for employees; ads in local contracting and building publications; give-aways—calendars and pads; an open house, held Oct. 8-9; new plastic covers for block submitted as samples on jobs; special dinner for architects and engineers; and a promotion piece that's going area by area to the home owners in and around Toledo. (See the story picturing and describing National Cement Products Co.'s automation and autoclaves in this issue of CONCRETE.)

#### **SELLING TO ARCHITECTS •**

Panelists discussing "How to Sell Our Product to the Architect" placed clear emphasis on the obvious point in selling to anyone—know the individual (architect), his problems, his needs. This fact was stressed, in one way or another, by all three discussion members of the panel: producer Ivan Bernson, Western Concrete Products Co., Cadillac, Mich.; and architects Al Ford and Russ Birchfield.

Mr. Birchfield went on to specify some of the other helps architects wanted from the block producer. The literature he indicated he wanted from producers shouldn't contain just blurbs; rather the pieces should contain specific information on physical properties, heat transmission, sound transmission, fire-test ratings, etc.

Also, Mr. Birchfield wanted comparative information on accessory items; information comparing aggregates; he wanted lintels and other precast items with similar texture to the block he purchased; and he hoped producers would label block for field identification.

**BLOCK DELIVERY •** Panelists, discussing their company's "Delivery Methods," were about evenly divided between owning their own trucks, hauling partially by their own trucks, and partially by contract, and hauling all by contract. Panelists were in pretty general agreement that haul-

ing with larger flat-bed trucks, even up to tandem units, was the more profitable. Tie-downs; most stated that they used something, either a rope or chain.

The most detailed time and motion study of delivery methods was given by Paul Bronson, Best Block Co., Milwaukee, who noted that service was an important part of sales in this locale where competition is stiff. The company gives 2-hour service and delivers block into the basement for contractors and builders. Best Block's company-owned fleet includes 29 trucks, some large (8 cubes) and some small (4 to 5 cubes). Delivery radius is 30 miles, with the average trip about 20 miles. With this fleet the company averages 100 deliveries per day; 11 of them are multiple stops. Average time for loading is 26 minutes; unloading 29 minutes. Mr. Bronson figured that his average delivery cost was 3.7 cents per 8-in. unit, one-third of this cost was for unloading and putting block in the basement.

#### **SELLING TO CONTRACTORS •**

A useful motto for selling anything was repeated by Richard Stackhouse, secretary, A. P. Stackhouse, Inc., contractors, Indianapolis. He said, "Business goes where it is solicited and stays where it is serviced."

Mr. Stackhouse, whose company sublets most of its masonry work, also mentioned some of its dos and don'ts in selling block to his company.

##### **Don'ts:**

1. Don't try to buy the contractor with entertainment.
2. Don't just out and out ask the contractor to specify your block.
3. Don't try to go in through the back door or make vague threats, such as, "We know the owner and can get him to specify our block, but we don't want to do this unless forced."

##### **Dos:**

1. Do tell the contractor how close your plant is to the job site.
2. Do tell him how easily you could service the job.
3. Do tell him how you have worked with this particular mason contractor in the past and would like to work with him again.

Sidney Burberry, Peyton Concrete Products, Benton, Ill., capsuled his three approaches to selling contractors in the 12,000 sq. mi. area he services in southern Illinois:



1. Continual contact. He calls on all contractors in the 100-mile radius area at least once a month.
2. Faithful follow-up. He keeps continuous and accurate records of calls, orders, promises, etc.

3. Complete service. He works with contractors, helps with engineering problems, supplies technical information.

The result, Mr. Burberry says, is that he gets orders for other items, besides block, going into a job.

Later on, while discussing some of the other products Peyton Concrete Products produces or stocks, Mr. Burberry mentioned that recently he had sold to the state of Illinois 43 septic tanks at \$150 ea. to be used as duck blinds.

## Workshop discussion groups take up problems, such as:



● "Expert" panel chosen to judge the answers from the various tables were (from left) C. A. Sirrine, R. E. Copeland, and J. O. Baldwin.

CM residences

Crack control

Reducing costs

**WORKSHOP SESSION** • The technique used here is something akin to brainstorming (advertising jargon). Producers, seated in groups at tables around the room, were given a problem-question by Bill Markert, NCMA promotion director. Then the producers at the tables were given a certain length of time in which to discuss and write down answers to the question. When time was called the recording secretary, one from each table in turn, would stand and read the suggested answers. Judging the answers were an "expert" panel of three: C. A. Sirrine, executive secretary, Concrete Products Association of Michigan; R. E. Copeland, NCMA director of engineering; and J. O. Baldwin, Nashville Brecko Block & Tile Co.

### QUESTION:

How do you promote concrete masonry for residential construction?

### ANSWERS:

1. Work with local home-builders associations.
2. Establish contests among architects for a masonry home.
3. Construct a masonry home or a tract of homes using masonry, but make certain they are examples of good design and construction.

4. Work with the masons and see to it that they have the information and materials they need to do a good job with concrete masonry.
5. Sell and work more closely with the architects.
6. Promote the use of split block and other decorative units.
7. Produce a quality product that lends itself to quality construction.
8. Work to establish code requirements that are conducive to quality construction.

### QUESTION:

What is the best and most economical way to prevent cracks in concrete masonry walls?

### ANSWERS:

1. Proper curing to produce dimensional stability.
2. Proper use of control joints.
3. Research into the possibility of a new binder.
4. Work with contractor and his men, too, so they know how to properly use and take care of block.
5. Promote the proper use of reinforcing.
6. Continued research on the problem, including continued research on such projects as the use of CO<sub>2</sub>.

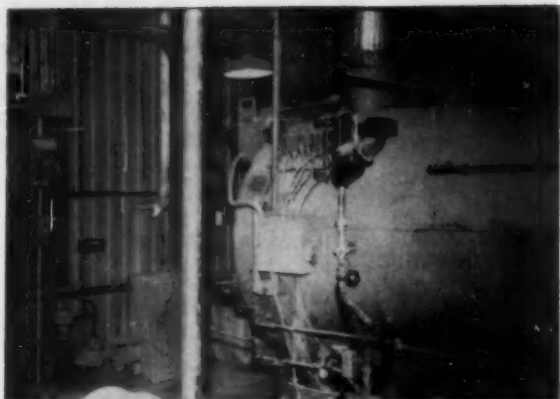
### QUESTION:

What can the block industry do to reduce the cost of block wall in place?

### ANSWERS:

1. Promote plans and construction in modules.
2. Encourage unions and others to push for a higher work output.
3. Delivery of block to the job site in convenient packages for the masons to handle.
4. Precast panels of block delivered to the job site ready for erection.
5. Better interrelation between delivery schedules and work schedules at the site.
6. Develop block with a knock-out section for mechanical trades.
7. Automation in delivery methods.
8. Automation of work methods at the job site.
9. Develop an elastic unit to reduce the need for control joints.

Norman Shute, Shute Concrete Products, Richmond, Ind., acting as spokesman for winning table No. 7, picked up the prize, a bottle of champagne, just at the close of the meeting.



● At the Consumers plant, just south of Chicago's loop, this Cleaver Brooks boiler supplies all the steam.



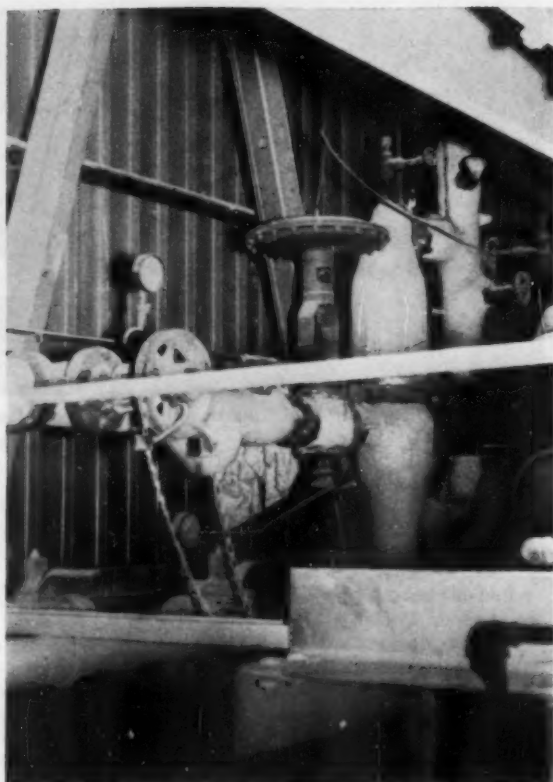
● Steam lines from the boiler (above) run out to the gates that load the underground aggregate conveyor.



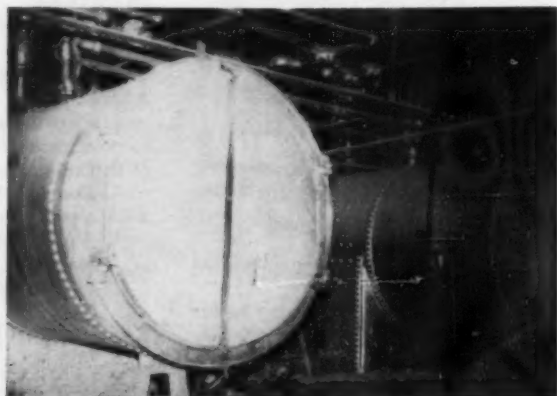
● Here's the new boiler going in at Lake County Ready Mix, another Consumers Co. plant.

# Chicago's

here's how five RM



● Pick Heater (insulated pipes, rear) injects steam into the water line for controlled hot water production.



● Steam from these boilers at Material Service Co.'s Algonquin plant feeds the RM and prestressed yards.

# Cold in Wintertime

## producers continue year-around operations

Pretty fierce winter winds blow into the Chicago area. Beginning the middle part of November or early December, Chicagoans, including the nearby ready mixed and block producers, can expect, on the average, 123 days during which the temperature will fall below the freezing point. And, on the average, on 7 of these days, the temperature will skid down to 0°F. or lower.

So it's fairly essential for a concrete producer in this locale to incorporate water-heating and steam generating equipment at his plant; or on many days, and sometimes for weeks on end, he might just as well close up shop, go home, and hibernate.

With these cold winds and snow right now descending upon much of the northern half of this country, it seemed a good time to visit some of the ready mixed producers nearby to see what methods and equipment they were using to melt frozen balls of aggregate, heat water, and keep bin gates and conveyor drive rollers warm enough to operate smoothly.

Five Chicago area ready mixed plants were visited, including: Lake County Ready Mix, division of Consumers Co.; Suburban Ready-Mix Corp., Lake Zurich; O'Laughlin Material Company, Ready Mix Concrete division, Mundelein; Material Service Corp., Algonquin; and Consumers Co., 22nd and Laflin, Chicago.

As expected, all of the plants visited were equipped with some form of heating and steam generating equipment. There were differences, though; differences in the fuels used, which ranged from coal, to different grades of fuel oil, to natural gas; differences in steam producing capacity; differences in methods of steam introduction into the water; and differences in the extent to which steam is used as the heat-carrying vehicle to raise the temperature of other materials and equipment in the yards.

**Consumers Co.** Of all the ready mixed plants operated by Consumers

Co., division of Vulcan Materials Co., Birmingham, Ala., this particular yard, just south of Chicago's loop, has the largest production capacity, according to its manager. In wintertime it averages a delivery rate of between 300 and 400 yds. per day. If pushed, the semi-automatic central mix plant could put out something over 600 yds. per day in cold weather.

Only one boiler is used—an oil-fired Cleaver Brooks. City water is kept heated at 90°F. in a 5,000 gal. tank. Water needed for both batching and for the trucks is pumped out of this tank.

In wintertime, a Pick Hot Water Heater injects steam from the boiler into the water line to bring the water up to operating temperature. What happens is that water, pumped up to the batching tower, comes in through one line, and steam from the boiler comes in through another. Then, in the Pick Heater the two meet. A thermostat controls the amount of steam injected into the water, so that exact water temperature is maintained at the outlet.

Besides heating water, steam from the boiler goes up to heat the overhead aggregate hoppers, runs out to the aggregate stock piles and railroad cars, flows in lines up to the drive rollers on the overhead conveyors, and runs to the gates that feed the underground conveyor below the stock piles.

A good portion of the material for this plant, since it's on a canal, comes in by barge.

**O'Laughlin Ready-Mix.** This plant, which is an outlying installation belonging to O'Laughlin Material Company, Evanston, Ill., has, over the past couple of years, delivered most of its concrete to apartments along the Northern Illinois Toll Highway. Now, with the conclusion of this contract, management is hoping more business will come out of residential building in the northern Lake County suburbs.

Two hot-water systems are avail-

able for use at this plant, though most of the time only one is needed. The slower, and less-frequently-operated system consists of an oil burner to make steam which, then, circulates through and heats a 1,750 gal. tank. The faster, more-efficient system, according to L. N. Schneider, plant manager, consists of an oil-fired Clayton 50-hp steam generator that heats the water in a 3,000 gal. tank. Hot water from this tank is drawn for the concrete and for the truck's tanks. Steam from the Clayton generator also is piped to the aggregate hoppers.

Wintertime delivery from this O'Laughlin yard, in the past, has run at approximately 200 yds. a day.

**Suburban Ready-Mix Corp.** This plant, which services an area of light industry, suburban dwellings, and smaller commercial establishments northwest of Chicago, has an average wintertime output between 100 and 150 yds. per day.

Here, steam is supplied by a gas-fired (equipped to use oil as a stand by fuel), 50-hp Eclipse boiler. Water storage is in two tanks, a 1,000 gal. tank on the ground floor by the boiler and a 200 gal. tank up on the batching floor.

Since all aggregate at this plant is charged by crane, no steam lines run out into the yard, but eight steam jets go into each of the three aggregate hoppers in the batch plant.

**Material Service Corp.** An exact comparison between the heating and steam producing facilities at this plant, Algonquin, Ill., and the others visited is somewhat complicated by the fact that Material Service's prestressing facilities are located at the same yard. And steam from the two 150-hp Kewanee boilers may be sent either to the ready mixed plant or the prestressed bed, depending upon where it's needed. Also, at times, a substantial portion of the ready mixed division's output is simply trucked across the yard to the beds.

Both boilers, fired by coal, are lo-



# Chicago's Cold in Wintertime

(article begins page 32)

cated approximately half way between the prestressing beds and the ready mixed plant. So in either case, the steam, which can be produced at the rate of 22,000 cu. ft. per hr., according to the engineer, has to be piped over 400 ft. before it's used. Well water feeds to both the 8,000 gal. tank at the boiler room and the similar 8,000 gal. tank over at the ready mixed plant.

**Lake County Ready Mix.** A second boiler, a new Vapor Heating Co. water tube unit with 125-hp rating, was in the process of being installed at this plant, which is just west of Great Lakes, north of Chicago. This new unit will supplement their older, 120-hp Erie boiler. Both units use fuel oil.

Water storage facilities at this ready mixed plant, one of a number operated by Consumers Co. in the Chicago area, includes an 8,000 gal. tank which is kept preheated at approximately 100°F. and a 550 gal. tank up in the batching tower that's steam heated to wintertime operating temperature.

Besides the usual steam lines running into the sand and aggregate hoppers in the batching tower, this installation has underground steam lines running out to their stock piles and other lines running so they are available to heat the drive mechanisms on the conveyors. Also steam lines run from the boilers through the plant to the large aggregate and sand silos next door.

On the average, wintertime delivery from this yard runs in the neighborhood of 300 yds. a day.

this facet of our business," the statement continued, "we accomplish two major objectives: (1) equipment financing will become a more important service due to the expanded financial resources Koehring Finance will have; and (2) the parent company's working capital position will be strengthened. As a result, we will have more attractive terms to offer more of our distributors and customers which means that this new company should provide a powerful stimulant to our sales growth. This, of course, is the main objective of Koehring Finance."

Officers of the new subsidiary are: Julien R. Steelman, president; Orville R. Mertz, vice-president-finance; Vincent R. Peterson, secretary; and Peter P. Graser, treasurer.

## Marquette Will Not Raise Cement Prices

Marquette Cement Manufacturing Company has announced to the trade that its prices for the entire year of 1959 will be the same as those it will have had in effect throughout 1958. Last price increase by Marquette, a raise of 5 per cent. was made effective on January 1 of this year.

## Sales School Opened By C. S. Johnson Co.

The C. S. Johnson Company, Champaign, Ill., announces the opening on Oct. 28, of a Sales Engineering School to be held for four days each week. According to H. E. Buckler, sales manager, the school will be a part of the company's distributor sales assistance and training program. Each new class will kick off with a formal breakfast at which time A. J. Vincent, general manager and Mr. Buckler will welcome the students. A. L. Yelle, who is conducting the school for the C. S. Johnson Co., has built the program around moving pictures, color slides and charts. Lectures will also be given by T. B. Appel, chief engineer.

Several new batch plants will be introduced during these schools. The students will also have an opportunity to spend some time in the factory inspecting new equipment in production.



● Above is a 1950 installation of precast wall and window frame panels furnished by Maule Industries in Florida. This antedates the Denver installation (right), described in the August issue of CONCRETE, by some eight years. Precast panels for the Denver building are being supplied by Otto Buehner & Co., Salt Lake City.



## Koehring Company Forms New Finance Corporation

Formation of Koehring Finance Corp., a wholly-owned subsidiary of Koehring Co., has been announced by Julien R. Steelman president of the parent company, manufacturers of construction and industrial machinery. Koehring Finance will be capitalized initially with \$1,000,000 of promissory notes, payable over 20 years beginning five years from now, and 2,500 shares of \$100 par common stock. The parent company has arranged to purchase all of the common shares at par. The new finance

subsidiary also will have available a revolving line of credit up to a maximum of \$5,000,000. This is in addition to the parent company's \$8,000,000 line of credit.

"Sales growth, both in equipment lines long associated with our company and in others recently acquired, has resulted in a broader participation in equipment financing by Koehring," Mr. Steelman stated in announcing the formation of the new company. The average balance of deferred payments in the first six months of 1958 was about \$4,000,000 or nine times the level of five years ago, he added. "By segregating



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"Below Strength" Concrete—Alvin T. Klassen—September—Page 36  
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## Heavy Construction Awards Down in October

Heavy construction contract awards in October totaled \$1,621 million according to Engineering News-Record and Construction Daily reports. This is 4 per cent less than September, on a weekly average basis. (October has five contract weeks, September four.) October volume is also about 5 per cent below a year ago and less than half the October, 1956 record. It is the first month since last March to fall below the year-ago volume. However, the 10-months total is \$16,671 million, second only to the 1956 record high and 6 per cent more than the comparable 1957 total. Big gains in public works have offset a drop in private heavy construction awards this year.

Although volume for the month dipped, contract award figures were encouraging. Private and federal contracts showed improvement, recovering from their low September volumes. However, a seasonal drop in state and local awards offset the small gains in private and federal work. But state and local works continue to break records. Contracts in

this sector during October are 17 per cent better than they were last year and establish a new high for the month. But other categories did score substantial gains over a year ago; highways up 68 per cent bridges up 21 per cent sewerage up 16 per cent and public unclassified up 36 per cent. The last category is mainly military airbase and missile base construction. Private and federal work firmed in October but awards are far below the high rates set at mid-year.

Industrial building gets the credit for the improvement in private construction in October. This improvement, however, is basically a reflection of September's low weekly average of \$21 million—the lowest since January 1954. Even the October weekly average rate of \$33 million is relatively low, being slightly under the poor \$35 million weekly average during the first 10 months.

Mass housing and commercial building showed modest gains in October. But so far housing fails to exhibit its traditional fall upsurge. Awards in September averaged \$56 million a week. In October they averaged \$57 million a week. This compares with weekly averages ranging from \$78 million to \$134 million

during the March through August period. The decline could be a reflection of the tightened capital markets.

Huge U. S. Treasury financing needs may continue to keep the money market on edge. Heavy pressure is on the money market despite the sharp drop of corporate security sales during the last two months. The looming \$12 billion Treasury refunding, due in December, and the demands of state and municipal borrowers are dampening enthusiasm for home mortgages.

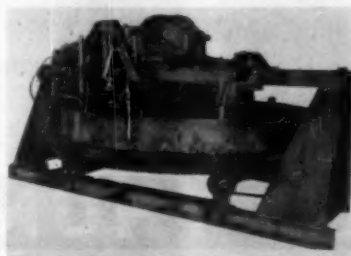
Commercial building contracts moved up from the low September figure. But volume in October was well below every month during the February-August period. This picture will change, however, when the huge number of offices, stores and private institutional building proposed in the last 18 months passes through the planning stage into construction contracts.

Five of the six regions in the U. S. are running ahead of last year's 10 month total. Gains range from 7 per cent in New England to 16 per cent in the South. By contrast, awards in the Middle West are off 13 per cent mainly because of the continuing slump in industrial contracts.

# A Look at What's New in EQUIPMENT and MATERIALS

## Claim Fast Operation For New Type Mixer

A new pan type mixer for block plants and prestressed concrete producers is being introduced by Concrete Transport Mixer Co., St. Louis, Mo., under the trade name Gyr-A-Mix. According to the manufac-



turer this new mixer produces uniform, high quality concrete and effects a saving in mixing time. Gyr-A-Mix has two rotors, each with three blades which rotate at a speed of 42 rpm. The mixing pan revolves at 6 rpm and feeds the rotating blades. Additional mixing action is accomplished by four stationary blades which also force material into the rotating blades. Two scrapers keep sides of the pan from material build-up.

Standard Gyr-A-Mix sizes are 20 and 40 cu. ft. Special sizes can be made to meet specific needs. For detailed information write Concrete Transport Mixer Co., 4983 Fyler Ave., St. Louis, Mo.

Enter P34 on Inquiry Card

## Syntron Has Data Sheet On Heated Liner Plates

Syntron Co., Homer City, Pa. announces publication of a new data sheet on Syntron electrically heated

trough liner plates for Syntron heavy and heavy-duty electromagnetic vibrating feeders. The illustrated sheet gives complete data, specifications and descriptions of these liner plates which the manufacturer says will quickly convert conventional feeders to efficient in-transit feeding and drying units. Free copy will be mailed without obligation on request to Syntron Company, 324 Lexington Ave., Homer City, Pa.

Enter P35 on Inquiry Card

## New Portable Vibrator Developed by Cleveland

A new portable air vibrator that can be attached to almost any type of frame, bin or table without use of bolts, is now being made by Cleveland Vibrator Co., Cleveland, Ohio.



This portable Cleveland 3-in. VGV air vibrator has jaws that open to 2-in. and is attached simply by tightening the vise-like clamp which is a part of the vibrator. A big advantage claimed for the new VGV lies in



the fact that it is completely portable. No bolts, brackets or pins are required to mount and dismount the vibrator. The unit also has an eye through which a hoist hook may be attached for ease in moving the vibrator around the shop.

Overall dimensions are 14-3/4 x 13 x 6-in. Weight is approximately 90 pounds. The unit develops 3600 vpm at 60 psi with air consumption of approximately 20 cfm. For further details write Cleveland Vibrator Co., 2828 Clinton Ave., Cleveland 13, Ohio.

Enter P36 on Inquiry Card

### Goodrich Offers New Manual on V-Belts

A new 12-page illustrated manual, "How to Get Longer Life from V Belt Drives", has been issued by B. F. Goodrich Industrial Products Co., Akron, Ohio, and is available without charge. The manual tells how to select and install V belts, how to detect V belt trouble, diagnose belt failures, correct drive troubles. A list of valuable tips for proper V belt

maintenance is included as well as a suggested inventory survey check list for V belt drives. To obtain a copy of this manual write B. F. Goodrich Industrial Products Co., Akron, Ohio for Catalog No. IP - 1577.

Enter P37 on Inquiry Card

### Edmont Develops New Types of Work Gloves

Two new vinyl-impregnated fabric work gloves have been developed by Edmont Mfg. Co., Coshocton, Ohio, to fit widely different job require-



ments. One, the Super Werx, is a heavy-duty type which the manu-

facturer says outwears 18-ounce canvas gloves 6 to 1 and also outwears many types of leather. The other, Werx-Lite, is exceptionally light and flexible yet, because of its vinyl impregnation, the maker claims will outwear 8-ounce cotton gloves 3 to 1. It is designed for use where dexterity and sensitive touch are important, such as assembling small parts. Both Super Werx and Werx-Lite gloves are developments from Edmont's original Werx vinyl-impregnated glove. In addition to their longer wear, all three gloves have a non-slip grip and are 100 per cent washable. For further information write Edmont Manufacturing Co., Walnut St. Coshocton, Ohio.

Enter P38 on Inquiry Card

### Offer Cold Weather Helps For Block Men

Bergen Machine & Tool Co., Inc., Nutley, N. J., has just issued a new cold weather suggestion sheet designed to be of especial interest to concrete block manufacturers. The new sheet designated as Form No.

# PRASCHAK THUNDERBOLT

## 2 AND 3 BLOCK AUTOMATIC MACHINE

THE MACHINE THAT HAS THE INDUSTRY TALKING!  
NOW INCLUDING A HOST OF  
PLUS FEATURES FOR 1959

NEW PRICES, EFFECTIVE JANUARY 1, 1959

MODEL 20, TWO-BLOCK MACHINE, COMPLETE WITH 8" MOULD, FRONT END PALLET FEEDER, AND MAGNETIC FORK OFF-BEARER

\$9,000.00

MODEL 30, THREE-BLOCK MACHINE, COMPLETE, AS ABOVE

\$12,000.00

NOW AVAILABLE BY CASH PURCHASE  
OR ON EASY TIME PAYMENTS

SEE US AT OUR BOOTH AT THE NCMA EXPOSITION  
IN CLEVELAND, JANUARY 12-15



TRY TO FIND A MORE  
BEAUTIFUL BLOCK THAN  
THOSE MADE ON A  
THUNDERBOLT!

WRITE FOR DETAILS

PRASCHAK MACHINE CO. MARSHFIELD, WIS.

FACTORY-TO-YOU PRICES



180, lists the more important precautionary measures block makers may take to guard against the possibility of curtailed operations during the winter. The sheet contains pertinent suggestions on such subjects as: anti-freeze protection; boiler maintenance; stock piling aggregates and block; use of portable space heaters and salamanders. The company suggests that block manufacturers who want more economical and more comfortable winter operations may obtain a free copy of Form No. 180 by writing to Daniel A. Zupa, general sales manager, Bergen Machine & Tool Co., Inc., 189 Franklin Ave., Nutley 10, N. J.

Enter P39 on Inquiry Card

### Claim Added Power In New CMC Truck Mixers

Added power and even better performance are claimed for the new 1959 CMC Transcrete truck mixers manufactured by Construction Machinery Co., Waterloo, Iowa. The 1959 CMC Transcretes offer a new simplified design that reduces mixer weight and greatly increases payload. This new design, combined with the



use of new welding techniques and stronger, lighter weight alloy steels, provides the user with a stronger, more rugged and durable mixer.

Performance-wise, the new CMC Transcretes feature a new drum blading design that provides faster no-flash-back charging and faster controlled discharge. According to CMC, timed pours made on the job averaged less than 30 seconds per yard for 11½-in. slump concrete. Other improvements include: drum redesign that offers increased carrying capacity; new, simplified 2-lever controls that give the operator control of throttle, drum rotation direction, clutch and automatic drum brake at either end of the mixer; new 16 in. wide chutes that are stronger, yet weigh 20 per cent less; a permanent type fold-over chute section that may be quickly detached without remov-

ing any pins or bolts; and a new water pump that has a special, built-in circulating system to eliminate overheating of pump components.

The new '59 CMC Transcretes continue to feature the exclusive swing-out-hopper that provides swift charging and swings out of the way for quick controlled discharge of any slump concrete. Also standard is the exclusive "floating drive" that shields drive mechanism from the damaging loads of truck mixer operation.

CMC Transcretes are available in 4 to 7 yard capacities with separate engine drive and in 5 to 7 yard ca-

pacities with truck engine drive. For free descriptive catalog and prices write: Construction Machinery Co., Waterloo, Iowa.

Enter P40 on Inquiry Card

### Form Oil Compounds Developed by Swift

Two new all-weather parting compounds for reinforced and prestressed concrete forms have been announced by Swift & Co., Technical Products

## UNIFORM PRODUCTION

FOR BLOCK AND READY MIX PLANTS

### HYDROBOT

FOR UNIFORM BLOCK PRODUCTION

HYDROBOT is an electronic instrument to automatically shut off the mix water when the mix is the proper consistency.

ACCURATE — Will duplicate batches with far greater precision than human judgement.

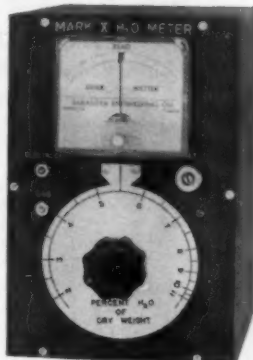
SIMPLE — Installed by your own maintenance man. Single dial adjustment. Allows easy setting for any moisture requirement.



**\$278.00 Delivered Less 2% 10 Days**

### MARK X, H<sub>2</sub>O METER — FOR UNIFORM

READY MIX PRODUCTION



The MARK X is an electronic instrument to determine the moisture in fine aggregates, such as sand, screenings, etc.

ENGINEERED — to be the most reliable and accurate instrument produced for the purpose at any price.

POPULAR — Most widely used Moisture Meter ever marketed — THE STANDARD OF THE READY MIX INDUSTRY.

Automatic MEMORY — The batcher can see at a glance what his previous moisture has been and whether or not it has changed since the last batch.

**\$178.00 Delivered Less 2%, 10 DAYS**

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**SARASOTA ENGINEERING COMPANY, INC.**

DESIGNERS • MANUFACTURERS • CONSULTANTS

P. O. BOX 1329 SARASOTA, FLA.

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Dept. Hammond, Ind. Speed and ease of parting and smoother surfaces with fewer bubbles in all kinds of weather are claimed as the outstanding advantages provided by the new compounds. They can be applied to forms by spray, brush or wiping methods. Parting oil No. 833 is a solvent-type material designed for quick-drying and parting oil No. 842 is an economical, oil type compound. Both products, say the manufacturer, contain anti-rust additives.

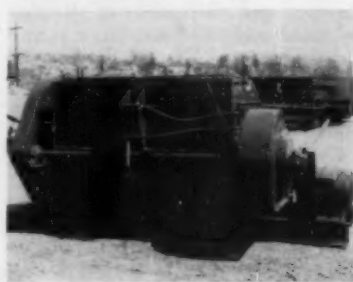
Swift & Co. is now offering the new parting compounds on a trial order basis. For details on their trial offer of 5 gallons at drum price write: Swift & Co., Technical Product Dept., 1800 - 165th St., Hammond, Ind.

Enter P41 on Inquiry Card

### Columbia Develops New Type Door For Mixers

A new type hydraulically operated door has been developed by Columbia Machine, Vancouver, Wash., for use on their 42 and 54 cu. ft. mixers. The new doors can be operated man-

ually by a four-way valve, or automatically by the addition of a solenoid valve. Advantages, other than ease of operation obtained with the use of the hydraulic cylinder, the manufacturer says, are the elimination of most wearing parts, notably



the center break-over mechanism, which is replaced by a one-way positive lock valve in the oil system. This valve prevents door opening due to loss of oil pressure from any cause, by maintaining full pressure in the hydraulic cylinder.

According to Walter Neth, sales manager, this is another step by Columbia engineers toward complete block plant automation. This new development will be standard on all 42 and 54 cu. ft. mixers and will

soon be installed on other models, including the company's huge Model 75 with 81 cu. ft. capacity. More detailed information may be secured by writing Columbia Machine, 107 S. Grand, Vancouver, Washington.

Enter P42 on Inquiry Card

### Bulletin Tells How Cards Control Batching

How pre-punched formula cards control blending operations automatically and eliminate human errors is explained in a new bulletin on the Select-O-Weigh System with punched card reader offered by Richardson Scale Co., Clifton, N. J. The new bulletin, NP-2, tells how pre-punched cards eliminate manual settings for each blending formula or operation. Related benefits such as formulation privacy, continuous operation from any card, and simplified record-keeping are also discussed. Three photographs illustrate the new bulletin and show details of a typical punched card, a punched card reader, and a control panel. For copies of Bulletin NP-2 on the Select-O-Weigh system, write Hart Bandstra, Richardson Scale Co. Van Houten Ave., Clifton, N. J.

Enter P43 on Inquiry Card

### Report Improvements On Ross Batching Plants

Ross & Son, Brownwood, Texas, manufacturers of a new type of portable concrete batching plant known as the Ross Porta-Plant, announce two recent improvements in the unit. R. H. Ross, vice president and sales manager of the firm, says the size of the unit has been increased from 3½ to 4 yards and the new units are equipped with enlarged over and under indicators. The improvements, Mr. Ross says, have been made without increasing the price of the plant. The Porta-Plant is designed for sack



cement and can be fed with any front-end loader. The firm also makes a 6 yard model and a 220 to

## S M I T H H

### THE FIRST NAME YOU THINK OF for Profitable Septic Tank Equipment



THIS FORM PRODUCES THIS TANK

This is the tested-and-proven method that insures fast, economical production of quality tanks in 500, 600, 750 and 1000 gallon capacities.

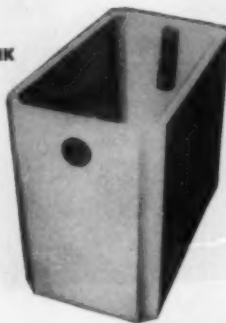
Well-reinforced, precision-built form pours and strips upright. Light-weight — requires minimum time for stripping and setting up. Form includes: Pouring pan, three section septic tank lid pans and pick up bar for handling.

All sections assembled with wedge bolts. Hoist descends into tank—no need for high rig.

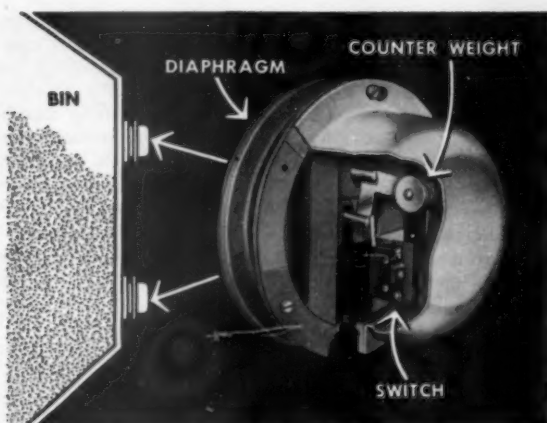
NO ROYALTY ON SMITH STEEL SEPTIC TANK FORMS OR TRUCK HANDLING RIG.

SMITH truck rig is built for long, continuous service. One man operated. Can handle 3 tanks at one load.

Write or wire for specifications and prices.



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**BIN-DICATOR® PAYS FOR ITSELF FIRST TIME IT PREVENTS BIN OVERFLOW, CONVEYOR CLOG, ELEVATOR CHOKE-UP, MACHINERY DAMAGE, REPAIR SHUT-DOWN**

If you handle bulk material you probably need Bin-Dicators. The nominal cost of this protection and automatic control makes it the lowest-cost modernization you can buy. Available with Explosion-Proof Switch.

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**AT LAST**—High Speed combined with power, outstanding performance, rugged get-up-and-go—bring you everything you've been looking for in a truck!

And what a selection! Whatever your job, here's the truck for you. The rough and ready Mack! The powerful, rugged GMC! The outstanding Reo "Eager Beaver!" Each model the latest, most advanced truck engineering available today—at prices so low it's hard to believe. All with steel cab kits.

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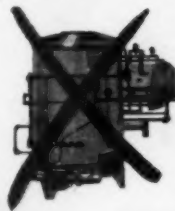
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Chambersburg, Pennsylvania

USING HOT WATER?  
*nothing can  
compare with*  
**Pick**

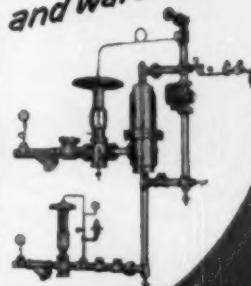
## HOT WATER HEATERS

- ✓ Instantaneous!
- ✓ Automatic, positive, temperature and volume control!
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no tanks  
no floor space



Just **Pick**  
in your steam  
and water line!



**Keep pouring concrete  
in all cold weather**

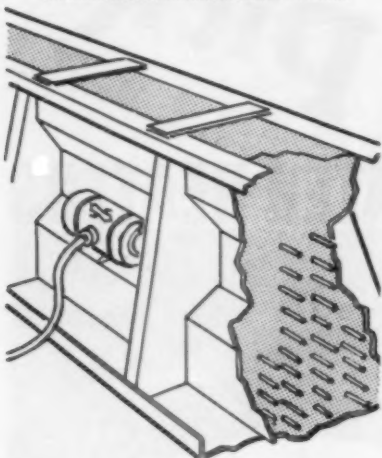
... like these folks in Illinois —  
who said, just recently\*:

"Generally, we use 120° water... we have drawn water at 100° with a PICK Hot Water Heater... we can produce 100 yards per hour without trouble... any new plant that we would build would have a PICK heater in it, unless something entirely new would come along."

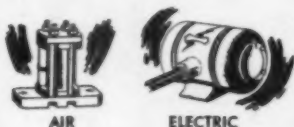
\*This was written, its author has subscribed to PICK in an-  
other plant he recently.



# EXTERNAL VIBRATION SPEEDS CASTING



External vibration with Cleveland Vibrators speeds up the manufacture of precast concrete shapes. A simple flip of the switch and your whole form is vibrated. Vibration is spread evenly throughout the form and settling is uniform. Casting is accomplished more rapidly and product quality is consistently good.



Cleveland Vibrators are portable, and can be moved from form to form easily and quickly. Either air or electrically operated vibrators are available. For complete data, including prices, write today to:



D12-2708 Clinton Av. • Cleveland 13, O.

250 barrel bulk cement plant.

The four yard bin is made of heavy gauge steel. The covered conveyor is 35-ft. long x 24-in. wide and has a 4-ply belt and sealed bearing rollers. It operates at a 15-degree incline. The scales are three-beam with 3,000, 8,000 and 10,000 pound capacities. A 9 hp. gasoline engine with a reduction gear mounted 3 1/2-ft. above ground level for easy access, supplies operating power. The bin height of 7 1/2 ft. makes the bin accessible to front-end loaders.

Designed for maximum efficiency for the small producer, the Porta Plant, Mr. Ross says, makes possible savings of \$1.00 or more per yard of concrete produced. For further information write Ross & Son, P. O. Box 446, Brownwood, Texas.

Enter P44 on Inquiry Card

## Report Versatility Of International Tractor

International Harvester Co., Chicago, points to a construction job in Joliet, Ill. as evidence of the versatility of International's Model 350 Utility tractor. This tractor, equipped with a Kirkhoff high reach fork lift, International says is handling precast, prestressed concrete building members on the Joliet job for Illinois Mason Contractors, Inc. of Wheaton, Ill. The contracting firm, International reports, is currently working on



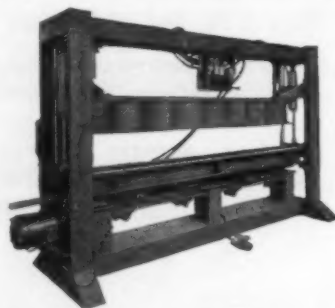
the construction of a two-story vocational high school addition covering nearly a city block in Joliet. The contractor, uses the highly maneuverable International Utility tractor to move mullions, slabs, and steel framing members from stockpiles in the building area to the building site. The tractor and fork lift, with

a capacity rating of 4,200 pounds at 18-inch load center, makes it easy to lift precast concrete building parts into position. First, the tractor is used to press steel framing members up into precast slots in the concrete beams at ceiling levels, a difficult operation before the International tractor and lift came on the job. After the steel frame is in place, the operator next raises a 5-ft. x 7-ft. x 2-in. concrete slab, weighing about 1,200 pounds, into position, followed by a precast mullion and another slab to form the wall of the building.

Enter P45 on Inquiry Card

## Hydraulic Lintelator Developed by Kent

The Kent Machine Co. of Cuyahoga Falls, Ohio, manufacturers of the Lintelator, announce an advanced type of lintel machine known as the Hydraulic Lintelator. This



machine is hydraulically operated. A power unit is supplied with the machine. Operation of the press head and stripping of the mold box is handled by hydraulic valve controls. Intense vibration is obtained by a motor-driven shaft extending the full length of the mold box and equipped with eight eccentric weights. Intensity of vibration can be adjusted for different aggregates by counterbalancing the weights one against another. The combination of pressure and uniform vibration gives even texture to products.

The one-piece press head extending the full length of the mold is used for making lintels of various lengths without making any adjustment on the press head plate. Eye-level controls operate the press head and stripping action of the mold box. The machine will make various products that can be stripped from a mold box up to 11 ft. long. This includes such items as lintels, sills, fence posts, retaining wall members



and parking lot barriers.

Specifications and prices may be obtained by writing Kent Machine Co., Cuyahoga Falls, Ohio.

Enter P46 on Inquiry Card

## S & M Announces New 6½ Yard Mixer Truck

The S & M Manufacturing Co., Milwaukee, Wis., announces the production of the new 6½ cu. yd. Agitor for transportation of central mixed concrete. The 6½ cu. yd. unit is an addition to the 4 cu. yd. model made since 1955. The agitator rotates inside the Agitor body, meeting all specifications for transporting ready-mixed concrete in an agitated state. The agitator prevents segregation allowing the maximum permissible time for the haul. The open top permits fast charging and visual inspection of each load. The Agitor is all hydraulic powered requiring no separate engine. The power pump is driven by a standard truck transmission power take-off. The new S & M front power take-off is available at very little additional cost.

The S & M front power take-off features easy installation, a triple V-belt driving the power-pump directly. Belt adjustment or replacement can be made quickly. Hydraulic lines transmitting power to the rear eliminating complicated drive shafts. The hydraulic power turns the agitator, hoists the body, controls the gate and raises or lowers the chutes. The Agitor will handle high or low slump



concrete with discharge speeds up to a yard in ten seconds. An optional cab control lever may be installed to regulate agitation and discharge from the cab. A flush water system and operator's platform are also available as optional equipment. For further details write Agitor Division, S & M Manufacturing Co., Inc., 2901 West Mill Road, Milwaukee 9, Wis.

Enter P47 on Inquiry Card

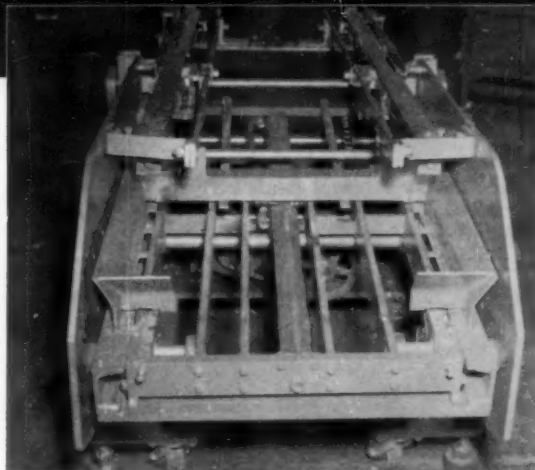
## Have New Device To Lock Mortar Joints

More than 740 mortar locks per foot are claimed for new double deformed Wal-Lok horizontal mortar joint reinforcing, manufactured by Adrian Peerless, Inc., Adrian, Mich. The new product is deformed in both horizontal and vertical planes on each side rod. Side rods are flattened by cold forging, forming 167 cog-like teeth per foot, both top and bottom. Each tooth is approximately 1/32 of an inch thick with an equal distance between teeth. The indentations have square corners at the bottom and top of the depressions, rather than being "V" shaped. Thus when placed in the wall, mortar hardens in each of these indentations to give the effect of fully meshed gears, top and bottom of each side rod for full length of the Wal-Lok.

In addition, during the forging process, each rod is deformed off the center line, both to the right and left. This gives a wiggle to the side rods which provides an additional 36 very strong mortar locks per foot for each side rod. All Wal-Lok is made from 100,000 psi steel wire and according to the manufacturer, the cold forging process, does not impair

## Every Imperial Hydraulic Block Machine Now Being Shipped Has:

1. **HYDRAULIC PUMP EQUIPPED WITH OIL FILTER**  
— maximum efficiency at all times.
2. **5-GALLON ACCUMULATOR**  
— added power for real peppy operation.
3. **FRONT PLATE (PALLET) FEEDER** — See Illustration  
— a plate scraper that really scrapes; not merely a wiper or brush.  
— a plate oiler that serves up clean plate for uniform, quality production.
4. **SEPARATE DUST-PROOF ELECTRICAL CONTROL CABINET**  
— sealed for long trouble-free life.
5. **24-CYCLE INDICATOR LIGHTS**  
— provides instantaneous visual check on electrical sequences.
6. **THERMOSTATICALLY CONTROLLED HEAT EXCHANGER**  
— maintains uniform temperature of oil for all weather conditions throughout year.
7. **TWO-PIECE FEED DRAWER**  
— saves time and money.

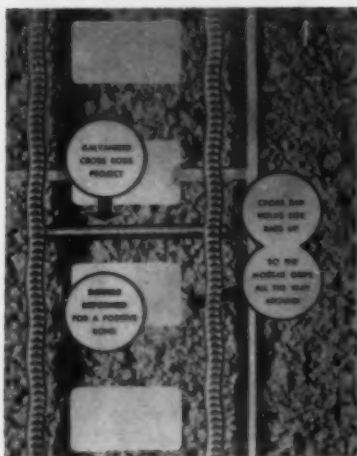


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Manufacturers of  
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Products Plant Equipment

the tensile strength. For even more complete bondage, cross rods are deep welded across side rods giving four additional mortar locks at each weld.



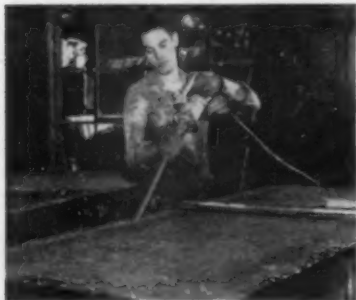
New double deformed Wal-Lok is available in superstandard and extra heavy grades. Both grades comply with Department of the Army Corps of Engineers-Guide Specification for military and civil works construction.

For sample, catalog and further information, write Adrian Peerless, Inc. 1322 E. Michigan St., Adrian, Mich.

Enter P48 on Inquiry Card

## Say Vibrator Improves Concrete Burial Vault

Stow Mfg. Co., Binghamton, N. Y., reports the case history of the use of Stow Dua vibrators by a burial vault manufacturer. This vault company, the vibrator manufacturer says, was having difficulty in pouring concrete for their burial



vaults and consolidating it in the narrow forms. The company in question was the Emmel Vault Co., of Jefferson, Mo. After using three Stow Model Dua vibrators they reported

their vaults were 50 per cent better than they were prior to using the vibrators, according to the Stow Company.

The Stow Dua has a 3/4-hp universal motor with a trigger switch. The small 5/16 size flexible shaft is 3-ft. long and has a 7/8-in. diameter head that packs a wallop. The complete vibrator weighs only 14 pounds. The same vibrator can be furnished with large size vibrator heads if desired. Available sizes are 1 1/4-in., 1 5/8-in. or 2 in. in diameter. For more complete information on the Dua vibrator, write Stow Mfg. Co., 276 Shear St., Binghamton, N. Y.

Enter P49 on Inquiry Card

## GE's Radio Equipment Booklet Is Pocket Size

A new two-way radio equipment booklet in pocket size has been published by the General Electric Communication Products Dept., Syracuse, New York. The publication is designed to give those who are planning communications systems the latest available information on standard models of two-way radio and optional types of equipment which can be provided for individual system flexibility. Included is information on General Electric's complete line of communications units, indicating the types of transistor powered models which are available and those which are powered by vibrators and dynamotors.

Sections of the booklet deal with new communications innovations, such as a portable two-way radio with completely transistorized receiver, and "add-on" units newly-introduced which give existing radio users greater power and coverage. To obtain a copy of this booklet write to General Electric, Communication Products Dept., Electronics Park, Syracuse, N. Y.

Enter P50 on Inquiry Card

## Hyster Has Powerful New Straddle Carrier

A new 30,000 pound capacity straddle carrier has been released by Hyster Co., Portland, Oregon, incorporating a number of design changes which permit more general use of this type of carrier for horizontal

transportation of bulky loads. Improved performance under a wide variety of operating conditions was the basic objective behind the many features of the new carrier. Reserve power for handling capacity loads with speed and efficiency is supplied by a 164 hp. Chrysler V8 engine. A four-speed, full reversing transmission offers a wide range of speeds for varying travel conditions. In high gear the truck travels easily at highway speeds. In low gear the carrier can climb an 18 per cent grade fully loaded.

Ease of handling and operator comfort were other objectives in the design of the new carrier. Power steering, four-wheel power brakes, an adjustable seat, and all-weather cab contribute to operator efficiency and comfort. Careful design of the truck's frame and body members permit good fore and aft visibility as well as a clear view of the load.



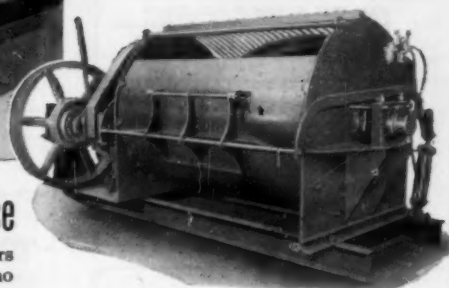
Another feature of the new carrier is the method of suspension. Each wheel is independently suspended on dual coil springs with heavy-duty shock absorbers mounted between the wheel forks and the main frame. The entire system "levels" travel surfaces providing a smooth ride for load safety and operator comfort. Load shoe swing on the new truck is hydraulically operated providing positive, smooth action in positioning the shoes for raising the load. Complete literature and specifications covering the new M300E carrier may be obtained by writing Hyster Co., 1003 Myers St., Danville, Ill.

Enter P51 on Inquiry Card

**CLASSIFIED ADVERTISING  
IN CONCRETE MOVES  
USED EQUIPMENT FAST!**



## BATCH MIXERS by **BESSER**



### No liners or blades replaced during 4½ years service

The illustration above shows one of the two 50 Cu. Ft. Besser Batch Mixers after 4½ years of hard continuous service in a Mid-Western block plant. At no time during the 4½ years was it necessary to replace either blades or liners. Besser Mixers are built to resist toughest operating conditions. Drum shells are made of heavy rolled steel. Replaceable inside liner sections are made of Ni-Hard abrasion resisting iron. Extra heavy blade shafts prevent bending or twisting. Mixer Blade Shaft Covers eliminate build up and wear on blade shafts and permit easy cleaning. Twin spiral mixer blades are also made of Ni-Hard abrasion resisting iron. Thousands of enthusiastic users attest to Besser Mixer economy and long life performance. Ask for Bulletin No. 111-A

• Besser 50 cu. ft. mixer with motor, V-belt drive, steel cut gears running in a continuous oil bath and fully enclosed anti-friction bearings. Other sizes available: 5, 12, 18, 25, 30 and 40 cu. ft.

Note: All blades and liners are made in Besser Company's own foundry and licensed by International Nickel to produce and sell abrasion resisting white iron under the trade name . . . Ni-Hard.

**BESSER Company, Complete Equipment for Concrete Block Plants Alpena, Michigan, U.S.A.**

## NEW! Amazing Product Cuts Concrete Water Absorption

**WATERPROOFS  
PLASTICIZES  
AIR ENTRAINS**

### Forrer's *INTEGRAL* *WATERPROOFING PASTE*

For Concrete, Masonry Units, Cast Stone, Split Rock, Stucco and Mortar, Forrer's Integral Waterproofing Paste is **essential** . . . and, **inexpensive!** Use only ½-lb. to 1-lb. per bag of cement depending on mix.

One Milwaukee user declared, "It's the only waterproofing material I've found in 30 years that gets the results I demand!"

**WRITE** for additional information and prove to yourself that this amazing new Forrer's product cuts water absorption drastically.

Integral Waterproofing Paste is sold in 40-lb. pails at 25c per lb.; 100-lb. drums at 20c per lb. and 400-lb. drums at 18c per lb.



**MAKE YOUR OWN TEST!** Block on left made with Forrer's Integral Waterproofing Paste shows almost no water absorption while other block has absorbed all the water.

#### SEE US

At the 11th Annual  
**CONCRETE INDUSTRIES EXPOSITION**  
Jan. 12th thru. 15th  
Visit Booth 103

#### Write

**Forrer's** Division of SPRAY-O-BOND Co.  
2225 N. Humboldt Ave., Milwaukee 12, Wis.

## FORRER'S

### STAR PRODUCTS FOR MASONRY

- ★ X-L 100.  
Powdered concrete plasticizer
- ★ Kleen-Mix.  
Eliminates "build-up" on hoppers and mixers
- ★ Hydro-check®.  
The perfect fast-setting, patching cement
- ★ For-Air.  
Concentrated air entraining agent
- ★ Economy Release Oil  
A parting solution that cuts clean-up time by 50%

National Sales Representatives for:

### RAMSEY PRODUCTS

- ★ A.B.C. Automatic Batching Controls.  
Completely automatic weighing, mixing and handling
- ★ Sand Moisture Probe.  
Measures sand moisture content
- ★ Moisture Meter.  
Regulates water in concrete mix automatically
- ★ Calcium Chloride Dispenser  
Automatic batching control.





## CLASSIFIED ADS

**\$10.00 per column inch. Closing date for classified advertising copy is 15th of preceding month.**

### FOR SALE

Complete Block Plant for sale. Steams #50 machine. Excellent opportunity for anyone who wants to own his own business. Reasonably priced — ideally located for year round operation in rapidly expanding area. Phone or write for particulars.

**VAN PELT & SON BLOCK CO.**  
Old Furnace Road Rome, Georgia.  
PHONE: 6688

### FOR SALE

PRECASTER for making 4" and 8" lintels up to 10' long. Now in daily operation. Selling to replace with Precaster capable of making 12" lintels.

**CINDER PRODUCTS, Inc.**  
Este Ave. (P.O. Box 65)  
Cincinnati 16, Ohio.

### FOR SALE

Selling — No. 8 Columbia Semi-Automatic with pump unit, less molds. Has new style pallet feeder and agitator. All in good condition. Getting larger machine.

**DURACRETE BUILDING PRODUCTS, Ltd.**  
Brandon, Manitoba.

### FOR SALE

Erickson F5R Power Lift Truck, 5000 lbs. Excellent condition. Has been used very little since motor was completely overhauled. \$1100.00 F.O.B. Grand Haven, Mich.

Clark 15,000 lb. lift truck, two years old. Has been used only very few hours. \$10,000.00  
**H. G. RAPLEY, Sales**  
931 Wall St., Port Huron, Michigan  
PHONE: YU 2-0539

### FOR SALE

One Towmotor Fork Lift Truck, four cylinder gasoline engine, 4000 lb. lift cap, height 144", solid rubber tires, in very good condition and priced right.

Write or Phone:  
**PAUL W. MILLER**  
P. O. Box A, South Zanesville, Ohio.  
Zanesville OH 42124

### ASSISTANT MANAGER WANTED

Who can within two or three years become General Manager of an old, well established block company with over \$1,000,000 yearly sales. Give full information in first letter.

Address: Box A-53, care CONCRETE  
400 W. Madison St., Chicago 6, Ill.

## COLORS

*For Cement  
and Concrete*

COLOR YOUR CONCRETE WITH LANSCO CEMENT COLORS, available in 40 ATTRACTIVE shades. Suitable for all types of concrete products. Write for our new color card, copy of "Suggestions For Using Cement Colors," and for free samples and price list.

Manufactured by:  
**LANDERS-SEGAL COLOR CO.**  
76 Delevan St. • Brooklyn 31, N.Y.

### FOR SALE

Single Besser Machine,  
Concrete Products Plant,  
location Elmira, New York.  
Reply:

**ALLEN G. STAMM**  
Turbotville, Pennsylvania

### FOR SALE

#### CONCRETE TRUCK MIXERS

5 Jaegers .. 3-4 1/4 cubic yard capacity  
2 Smiths .. 3-4 1/4 cubic yard capacity  
\$300 each .. as is, subject to prior sales.

**CONCRETE TRANSPORT MIXER CO.**  
4983 Fyler Ave., St. Louis 9, Mo.  
Phone: Flanders 2-7800

### FOR SALE

Kent Twin Block Machine  
Front Pallet Feed  
Magnetic Offbearer  
1,500 Pallets  
40 Bunks

1 - Marion 1/4 Yard Crane - \$5,300.00  
**PUNTA GORDA READY MIXED CONCRETE, Inc.**  
520 King Street Punta Gorda, Florida.

## E. L. CONWELL & CO.

Established 1894

ENGINEERS • CHEMISTS

INSPECTORS

Cement, Chemical and Physical Laboratories

Tests of Cement, Concrete, Sand,  
Steel, Cement Block, Cement Brick.

Chemical Analyses of All Commercial  
Products. Complete Technical Supervision  
of Central Mixed Concrete Plants.

2024 ARCH ST. • PHILADELPHIA, PA.

## HYDRAULIC JACKS



**MODEL J400-30**

**400 Tons at 5,589 p.s.i.  
Stroke 30" — \$2,475.00  
JACKS 10 to 400 TONS**

**HYDRAULIC POWER UNITS  
REMOTE CONTROL UNITS  
SINGLE STAND JACKS  
ACCESSORIES**

For Complete Information, Write  
P. O. Box 3748

MANUFACTURERS

**G. T. BYNUM CO.**

TULSA, OKLAHOMA

### FOR SALE

Several Besser Vibrapacs and one Bergen Tri-Matic, factory reconditioned, cleaned and painted. Guaranteed good operating condition. Will supervise installation. Reasonably priced.

**BERGEN MACHINE & TOOL CO., Inc.**  
189 Franklin Avenue, Nutley, N. J.

### FOR SALE

A Columbia Block Machine for making three 8" blocks at a time . . . adapted for units up to 12" high.

Address Box A-52, care CONCRETE  
400 W. Madison St., Chicago 6, Ill.

### PLAIN PALLET CLEANING

We truck our machine to your plant and supervise entire cleaning and planing off of pallet residue. No need to shut down as we will keep up with production.

**EDWARD A. LOBSTEIN**  
31521 Cyril Drive Fraser, Michigan.  
Phone: Prescott 2-1135

### PLAIN PALLET BLOCK MACHINE FOR SALE

We have recently taken several Fleming-180 Automatic Block Machines on trade. They are being offered for sale at \$1200—\$1600 complete. For DETAILED information contact:

**FLEMING MANUFACTURING COMPANY**  
Cuba, Missouri.

### DRAIN TILE TEES

Strip out completed tees from your concrete drain tile machine with this special casing up to 80 per hour. Special introductory price. Thirty day guarantee.

**CONCRETE SPECIALTIES CO.**  
5500 Richfield Rd. Flint, Mich.

### INVENTORS AND MACHINE DESIGNERS

National manufacturer is desirous of obtaining manufacturing and sales rights on any equipment or improvements used in concrete products plants on a royalty or outright purchase basis. Patents not essential. Protection guaranteed.

Address: Box E-4, care CONCRETE  
400 W. Madison St., Chicago 6, Ill.

### PALLET CLEANING

We have the most modern machines in use and can do your pallet cleaning to meet your work schedule. There is no extra charge for transporting our machines as they move on our own trucks.

**EASTERN PALLET CLEANING, INC.**  
2424 95th Street North Bergen, New Jersey  
Phone: Union 9-0260

### SALESMAN WANTED

By Block Machine manufacturer for established sales territories - one in the Southwest, one in the Midwest. Our Sales organization knows about these openings. Submit in confidence, complete resume of past experience and personal data.

Address: Box A-49, care CONCRETE  
400 W. Madison St., Chicago 6, Ill.



## FOR SALE

Siebring Portable Steam Cleaner — Automatic (Acne) Oil Burner 25' Steam Hose and 25' Soap Hose. This was purchased new in June of '57, and has been used very little. New cost approx. \$400.00 — will sell for \$250.00.

One enclosed bucket elevator approx. 50' high. Galvanized casing 20 in. x 42 in. Galvanized 5 1/2 x 10" buckets on 10" belt, complete except for motor. \$600.00. One Platform Lift Truck Model "D" Truckman with "AB" Wisconsin Gasoline Engine. \$400.00.

One 500 Gal. Norwalk Septic Tank Form with turning sling. Used very little. \$600.00.

One "Multiplex" Ventilated Hand Chimney Block Machine with about 40 Cast Iron Pallets. \$150.00.

All items F.O.B. Blissfield, Michigan. PHONE 323 or write:

**ADRIAN BLISSFIELD CONCRETE CO., INC.**

P.O. Box 47

Blissfield

Michigan

## MAKE "WET-MIX" LINTELS

WITH A **SUPERIOR** MOLDING MACHINE!



Assembled For Pouring



Open And Stripped Down.

Precast Up To 120 Ft. of Lintels Per Day!

Sell Them Wholesale or Retail! Produce Uniform — Low Cost High Quality Products!

Write For Free Literature:

Superior Concrete Mch. Co.  
c/o Mr. Orr Kelsey  
1583 S. High St.  
Columbus, Ohio.

## SWAP — SELL — BUY BLOCK MACHINES

Stearns #7 & 9 Joltcretes.....\$ 500.00 each  
(Joltcrete owners at this price buy one for spare parts.)  
Mold Boxes #7 & 9 ..... 150.00 each  
2 Air Offbearers Stearns #7 & 9 ..... 250.00 each  
2 Hand Lift Trucks ..... 175.00 each  
1 Lithibar 2-Block Machine complete with 1000 plain steel pallets 18" x 22" ..... 2900.00  
1 Stearns 42 cu. ft. Mixer, Practically new. Complete with motor ..... 2500.00  
100—Racks for cured steel pallets ..... 10.00 each  
100,000 pressed steel pallets in stock (Send tracing or sample for quotation).

WRITE • WIRE • PHONE  
Mr. McCaughy

Send in list of equipment you need. If we don't have it in stock, we usually know where we can find it at a bargain.

**GENERAL ENGINES CO., INC.**  
Route 130      Therefore, N.J.  
PHONE: Tilden 5-3400

## SMITHKO CEMENT COLORS

- The Standard of Comparison for Nearly Forty Years
- 65 Shades to Choose From Including Many New Colors

Send For Latest COLOR CARD, Samples, Technical Brochure, and Quotations.

**SMITH CHEMICAL & COLOR CO.**  
53-57 John St., Brooklyn 1, N.Y.

## Keep Key Men Busy With Profitable Inside Work GET SET FOR 1959 ORDERS with SPILLMAN'S SPECIALTY FORMS

Step Stones • Splash Blocks • Lintels • Parking Curbs • Swim Pool Copings • Window Sills • Picnic Tables • Park Benches • Grandstands • Fence Posts • Steps • Lawn Trim and many others

Write for Free 1959 Illustrated Catalog

ELEC. VIBRO-TABLES	SWISS FORM OIL
BURIAL VAULT FORMS	
P D CONCRETE INSERTS	LINTEL MACHINES



Electric Vibrating Table

See Us At The Convention! Visit Our Plant!

Get full details at our Convention Booth 309 or visit the plant at 1535 Frebis Ave. in Columbus, Ohio on your way to or from Cleveland. Plant open Sunday, Jan. 11 for your inspection.

**R. L. SPILLMAN CO.**

Box 534-S

Station G

Columbus 7, Ohio

No Matter What  
**SIZE...**



No Matter What  
**SHAPE...**

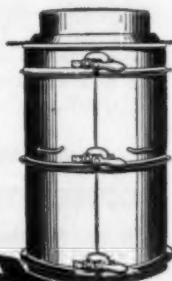


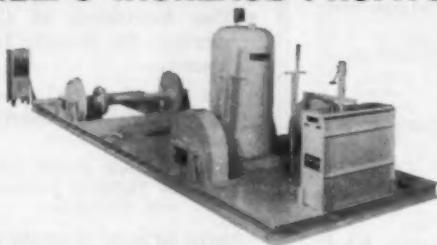
## QUINN CONCRETE PIPE FORMS

Set The **STANDARD** For Producing Quality Pipe!

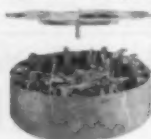
Over 50 years of experience go into the production of every Quinn Concrete Pipe Form. That's why the Quinn Heavy Duty form is recognized as the **STANDARD** the world over for producing quality concrete pipe at the lowest cost. Used in making pipe by vibration, spading, or tamping. Sizes for pipe 10" to 120" and larger. Tongue and groove (as shown) or bell end pipe in any length desired. No matter what size, shape, or length pipe you need, there's a Quinn pipe form made to fit your requirements. Write today for our **FREE** catalog and estimates.

Also Manufacturers of **QUINN CONCRETE PIPE MACHINES**  
**Quinn WIRE & IRON WORKS BOONE, IOWA**



**MECO**Handling equipment  
with fingertip control . . .**SAVES PRODUCTION TIME  
HELPS INCREASE PROFITS**

A complete series of battery powered transfer cars for heavy duty use. Models for transferring dryer and rack cars or other heavy, bulky items. Two forward speeds and reverse, positive foot and hand brakes, or electric brakes, fingertip control. No trolley or other electrical connections needed. Selenium rectifier charges battery.



Electronically operated turntable speeds up loading, reduces operator fatigue. Rotates heavily loaded cars or racks to nine positions quickly and smoothly. Push button controls.



Heavy duty car pusher speeds loading of dryers and kilns. Capable of pushing 17 loaded cars into position. Mounts under track. Rugged construction means long life, minimum maintenance.

**THE MANUFACTURERS EQUIPMENT COMPANY**  
218 MADEIRA AVENUE • DAYTON, OHIO

**For QUICK RESULTS**

put your problem in  
**CONCRETE'S**  
Classified Ad Section  
**TOPS FOR:**

- Buying and selling used equipment.
- Finding experienced help.
- Locating the job you want.

The cost is low—\$10.00 per column inch. All classified ads are sold in even inch multiples. Closing date for all classified ads is the 15th of preceding month. Box numbers available at no extra cost on request.

**SEND YOUR AD IN TODAY TO:**  
**CONCRETE PUBLISHING CORP.**  
400 W. Madison St. Chicago 6, Ill.

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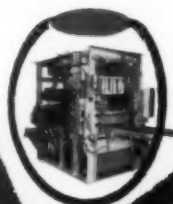
*...we offer a toast!*

# HOLIDAY GREETINGS

AND  
BEST WISHES  
FOR A  
PROSPEROUS  
NEW YEAR!



ELECTROMATIC



50 SERIES



MIXERS



BLOCK SPLITTERS



## STEARNS

MANUFACTURING COMPANY • INC.

ADRIAN • MICHIGAN • U.S.A.



Visit Us NCMA Convention  
Booth 1000-1101 or Hospitality Headquarters  
Parlors L & M — 2nd Floor  
Statler-Hilton

For more information use postcard facing page 48.

★ This is the 148th of a series of ads featuring leaders in the concrete products industry who are stepping up block production with Besser Vibrapac machines.

## Another LEADER in the Block Industry!



Interior view of BREDERO BETON, showing location of three modern Vibrapac machines.



Managing directors of BREDERO BETON (l to r) Albers, Markmann, de Vries and Stigter.

## VIBRAPAC Block Plant in Holland Attracts 40 NCMA Members on European Trip!

BREDERO BETON, Utrecht, Holland, the only European member of the NCMA, operates one of the most modern block plants on the European continent. Recently, the plant attracted a delegation of 40 American NCMA members in connection with their visit to the Brussels World's Fair.

In spite of the fact that labor is relatively cheap in Holland, BREDERO BETON has three Besser Vibrapacs in operation — one front pallet feed model installed in 1949 and two automatic feed control Vibrapacs installed in 1956. As one of the managing directors stated: "After elaborate investigation in Europe and the U.S.A., we consider the Besser Vibrapac the best machine in the market."

Mechanization was necessary because of their desire to produce a wide variety of block types of first class quality on a fast production basis. Currently, block production has been stepped up to 6,310,000 units per year (8" or equivalent). The company also produces the popular "SPLITBLOKKEN", better known as split block in America.

You will find Besser Vibrapacs in the more progressive block plants all over the world. Why not investigate their potential possibilities for your plant? Write today for descriptive literature.

**BESSER Company • Box 127 • Alpena, Michigan, U.S.A.**  
FIRST IN CONCRETE BLOCK MACHINES

A8-183



Exterior view — at the left, sieve and crushing plant — at the right, cement silo.

Exhibit at the Netherlands pavilion, Brussels World's Fair. Note exposed concrete masonry wall.

Open air sculpture exhibition at Arnhem with ingenious use of concrete block.

BREDERO BETON exhibit at one of the Netherlands industrial fairs.

